THE CANNED GOODS TRADE

An Independent Journal of the Canning AND Allied Industries

THE CANNED GOODS AUTHORITY OF THE WORLD.

OFFICE: ROOMS, 304-5 MARYLAND SAVINGS BANK BLDG. BALTIMORE, MD.

VOL. XXX. BALTIMORE, FRIDAY, MARCH 27, 1908 NO. 31.

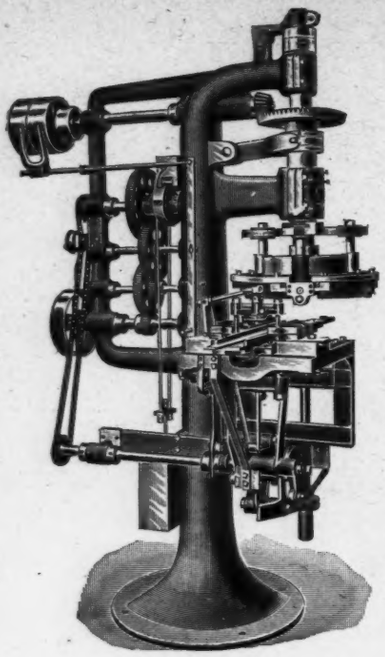
ANNOUNCEMENT

The AMERICAN CAN COMPANY has acquired an interest in the SANITARY CAN COMPANY, and the Sanitary Can Company has arranged to move its New York Headquarters to the building of the American Can Company, No. 447 West 14th Street, at an early date. . . . . .

The management of the Sanitary Can Company's business will remain with Messrs. William Y. Bogle, President, and George W. Cobb, General Manager, and its present organization will be continued as heretofore in all departments. The several departments of the two companies will, however, be in close touch, and will act in concert when such action shall be to the advantage of the patrons of either company. . .

AMERICAN CAN COMPANY
W. T. GRAHAM, President

SANITARY CAN COMPANY
WILLIAM Y. BOGLE, President



PATENTED.

THE CANS STAND STILL.

For doing Irregular Work, Square Cans, Etc.

THE CANS STAND STILL

IN THE

STEWARD SANITARY CAN SYSTEM.

If you have not thoroughly—definitely—investigated the merits of these machines, you owe it to yourself to do so—now. . . . . .

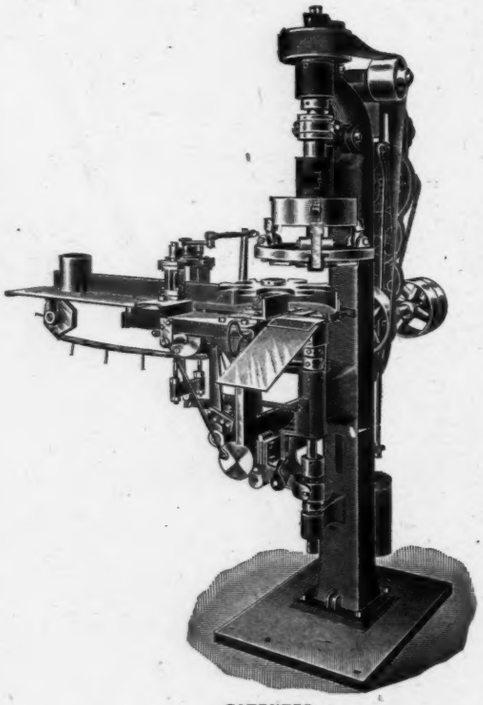
Every packer who aims for something good, should use the best, that is ours. Our cans and machines are having grand success, and they have a record. The Cans Stand Still. . . . . .

We expect to have a factory in Western New York so that our friends can get cans at reasonable freight rates. . . . . .

SOME CANNERS are using several of our Double-Seamers—ONE 28; ANOTHER 50 Machines.

Three Concerns in Maine will have a capacity of nearly a million cans a day the coming season.

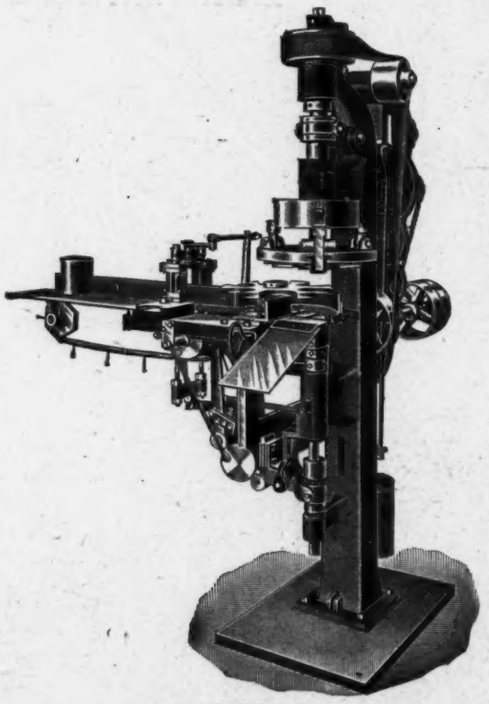
"ENOUGH SAID."



PATENTED.

THE CANS STAND STILL.

AUTOMATIC FEED.



PATENTED.

THE CANS STAND STILL.

PARTICULARS FOR THE ASKING.

L. & J. A. STEWARD,

MANUFACTURERS OF CANS AND MACHINERY,

RUTLAND, VERMONT.

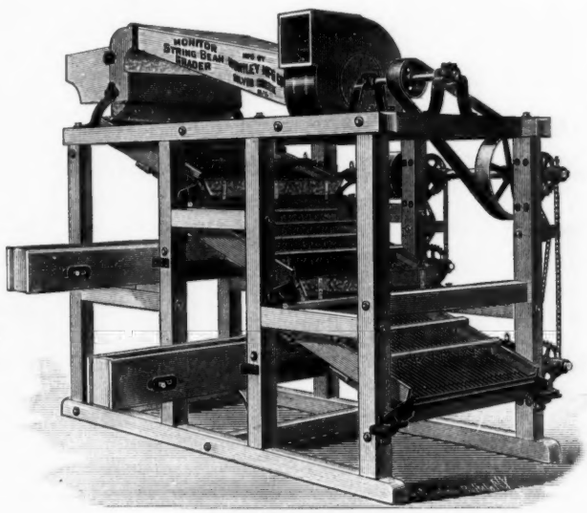
Uniformity of grade—thats the difficulty in string bean grading—results are perfect when the Monitor String Bean Grader is used.

ROCHESTER, N. Y., Nov. 23.

HUNTLEY MFG. CO.,
Silver Creek, N. Y.

DEAR SIRS:—Replying to your recent favor concerning your No. 6 Monitor Pea Graders, which we have had in operation for several years, would say that the new attachments applied before beginning our last season's work are certainly a great improvment, and with these, the machines work to our entire satisfaction.

Yours truly,
CURTICE BROTHERS CO.



WATERVILLE, N. Y., Nov. 14.

HUNTLEY MFG. CO.,
Silver Creek, N. Y.

GENTLEMEN:—Replying to your favor of the 12th, we think your Pea Grader as it is equipped with the new eccentrics and automatic oil device, works perfectly, and we are entirely satisfied with the machine.

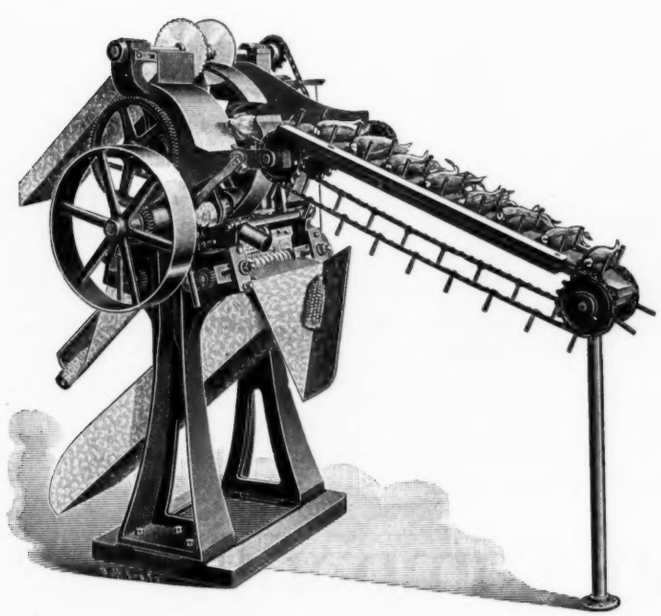
Very truly yours,
KIRKLAND CANNING CO.
Dic. by A. V. L. Per A. V. LANE.

Uniformity of grade is a feature of this Monitor String Bean Grader, and this machine will classify perfectly the small tender beans which are the most profitable for any canner to handle.

Beans graded on this machine require but little hand labor and the discolored streaks so frequently found in hand picking are avoided when this machine is used.

We build these machines in two sizes, one to make four grades, and the other five.

Details of this machine will be found in our new catalogue, which we shall be glad to send you.



MONITOR CORN HUSKER

Send for descriptive circular of the MONITOR CORN HUSHER without delay so that you will know the best machine when you come to install a husker.

This machine is strongly built, adapts itself to different lengths of ears, cuts the stalk off accurately where desired and husks in a clean manner, throwin gthe ear out all ready for the cutters, free of all silk.

All parts are interchangeable and numbered, and duplicate parts can be quickly inserted when necessary.

Write for the circular today.

HUNTLEY MFG. CO.

SILVER CREEK, N. Y.

Holley-Matthews Mfg. Co.

MANUFACTURERS OF

SLACK COOPERAGE STOCK, EGG CASES, BOX SHOOKS AND LUMBER.

Let us Consult with you on your Canned Goods Boxes.

MILLS AT
SIKESTON, MO.
AND
GREENVILLE, MISS.

MAIN OFFICE
SIKESTON, MO.

PACKERS' CANS

Do you want to make a Pack without having a claim for leaks?

Have you ever figured your loss of profit on leaky cans, your expense of cleaning other cans soiled by leaks?

WILL DO IT.

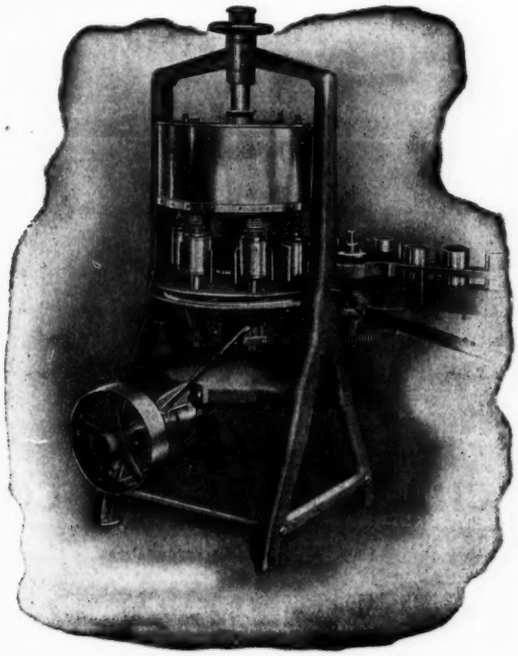
If you have not placed your order for cans, better let us send you a sample carload guaranteed to be better than any you have ever used.

Wheeling Can Company,

OLIVER J. JOHNSON, President.

Wheeling, W. Va.

WILLIAM DUGDALE, Sales Agent for Indiana and Kentucky, 301 Majestic Building, Indianapolis, Ind.



THE SPRAGUE UNIVERSAL LIQUID FILLER and SYRUPING MACHINE.

For filling or finishing off Cans or Glass Jars of ANY SIZE WITH ANY LIQUID.

Works in automatic line with our Continuous Exhauster and Capping Machines. CONTINUOUS, TRAYLESS, and ENTIRELY AUTOMATIC. This machine fills the can or jar with liquid up to any desired height. IT FILLS TO A DEAD LINE wherever set. ABSOLUTELY NO WASTE. It is a simple, thoroughly well built, substantial machine which does not get out of order.

Changes in height of fill or in size of can are quickly made. Works equally well on Studhole Cans, Open top Sanitary Style Cans, or Jars.

Can be used on any liquid or semi-liquid substance which will flow freely—such as

BRINE, SYRUP, LIGHT SOUPS or
SAUCE, MILK, VARNISH, ETC.

As a finishing off machine for Fruit and Vegetable Packers it has no equal and promptly saves its cost.

CAPACITY on Gallon Cans 20,000 10 hours, on smaller sizes 40,000. Gives perfect satisfaction at any capacity up to the above. Apply for further particulars, stating nature of work and size of can and opening most used.

SPRAGUE CANNING MACHINERY CO.

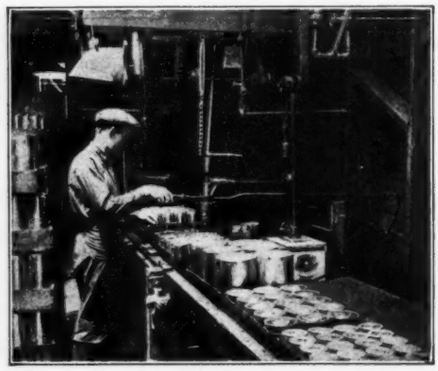
FACTORY
HOOPESTON, ILLINOIS.

SALES OFFICE
5 WABASH AVE., CHICAGO, ILL.

DANIEL G. TRENCH & CO., General Agents.

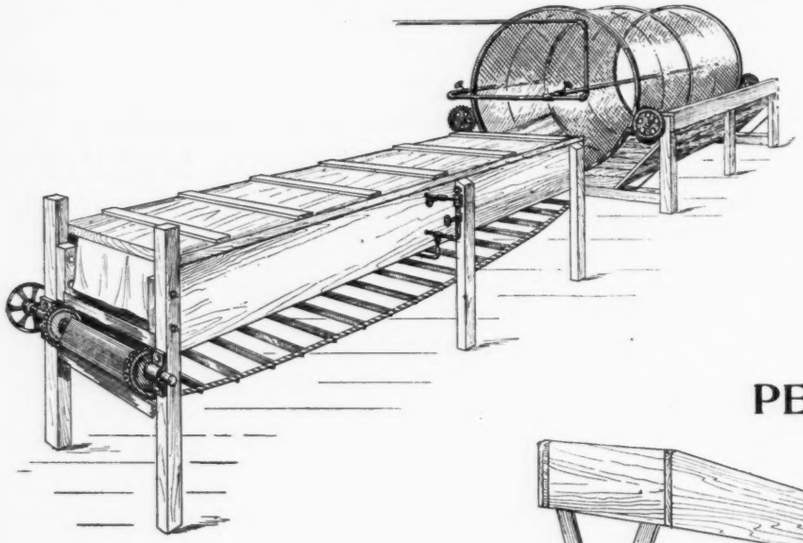
THE LOS ANGELES CAPPER.

Just the thing for the small canner and what the big one wants for patching and odd lots.



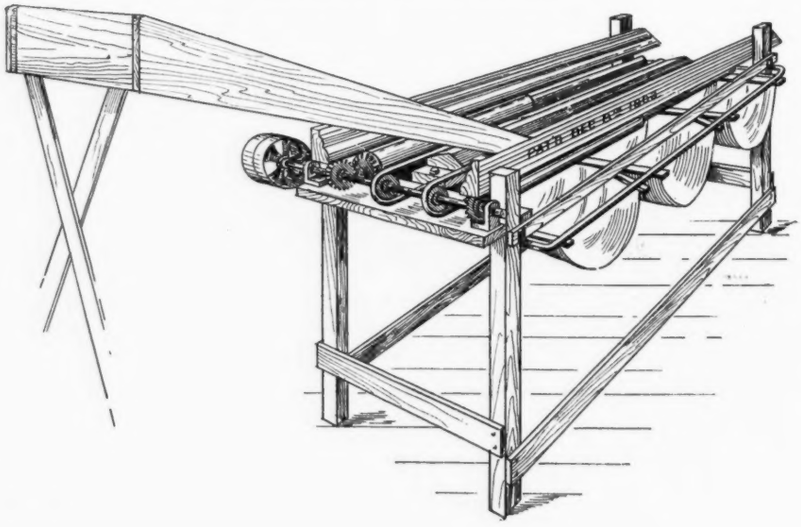
800 to 1500 cans per hour, any size, any time

SPINACH WASHER AND COOKER.



Will wash and cook Spinach, clean of all grit, incsease the yield, also for washing Oysters, Berries, Potatoes.

PEACH GRADER.



For Peaches, Apples, Beets, Potatoes.

Four perfect grades.

Capacity 15 to 20 tons per day.

JUDGE MACHINE CO.

Baltimore, Md.
415 MARINE BANK BUILDING.

San Francisco, Cal.
7th AND HARRISON STREETS.

STANDARD OIL CO'S **DEODORIZED GASOLINE** is used by 95 per cent of the CANNING TRADE. Why? Because it is best and cheapest, and is for sale everywhere by Tank Wagon, in Barrels or Iron Drums

Address Our Nearest Tank Station or BALTIMORE OFFICE.

THE CANNED GOODS TRADE

An Independent Journal of the Canning AND Allied Industries

BALTIMORE, FRIDAY, MARCH 27, 1908.

WHAT IS YOUR FIRE INSURANCE COSTING YOU?

INTER INSURANCE

at Canners Exchange

LANSING B. WARNER,
Attorney and Manager.

ADVISORY COMMITTEE.

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CHAS. S. CRARY, Treas. Hoopeston, Ill.
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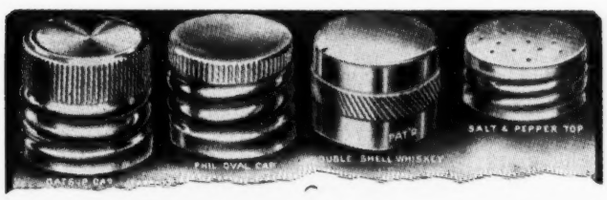
Officially endorsed by the National Canners Association.

For full information, address

Lansing B. Warner, Attorney and Manager

1313 First National Bank Building, Chicago.



We manufacture a full line of Fine Silvered and Plain Screw Caps for Catsup Bottles, Whiskey Flasks, Pepper and Salt Seller Tops, Mason Jar Caps and Jelly Jar Covers. Samples and prices on application.

BERNARDIN BOTTLE CAP CO.

Evansville, - - - - - - Ind.

Weekly Review

Of the Canned Goods Situation. Market Reports.
Conditions and Changes. Outlook.

The eyes of all canners in this section of the country have been upon the weather, and speculation as to its effects has been general. It must be said, however, that the weather has been all that any one could desire. It has not been too warm nor yet too cold, but a gradual ceasing of winter and beginning of spring temperatures has been the condition during the past week.

This is just such weather as we have wanted, at least such as is most beneficial to crop conditions, whether for three and bush fruits or the preparation of the soil for garden trucking. Pea canners could not have had better weather for the planting of their seed, nor for the germination of the seed now in the ground; and the work has been pushed along rapidly in consequence. Warehouses have been opened and the seed distributed among the growers, and the tillers of the soil have been busy upon their fields.

The small fruit growers have witnessed the slow awakening of their vines and bushes, due to the gradual increasing warmth and the drying out of the soil, and because of the lack of sudden bursting into bud, there seems to be promise of steady growth unchecked by sudden frosts for the air seems to have been freed of this possibility. As a consequence the outlook on all small fruits is most promising, and if the present anticipations are realized we will have a record breaking crop of straw berries, coming onto the market early, and a good full crop of all small fruies and berries. For there have been no detrimental freezes noted during the past winter, and the vines are in good condition.

All through the great trucking sections of New Jersey, Delaware and Maryland the greatest activity prevails among the growers, and everyone seems to share the opinion of the grower who said to us this week "spring has came".

The canning factories of this City are still busy upon oysters, and are, therefore, not joining in this spring rush to get their factories ready for the early fruits and peas. But the supply of oysters this season has not been satisfactory, the tongers and

dredgers complaining that the oysters are poor, and the catch not heavy. Certainly the grade of oysters brought to the City this season has been below the usual, and both raw shippers and canners have been affected by this. Speaking with one of the heaviest raw shippers in this City he assured us that his business had been lighter this season than ever before, in fact that he had never seen so light a demand; but that if normal conditions had obtained he would have had difficulty in filling orders for the higher grades of oysters, if he could have done so at all. A large pack of cove oysters, however, we believe has been gotten up this season than last, but they have gone out as quickly as packed, so that stocks will not be heavy when the season closes, as it has practically done now.

The good weather has also had the effect of improving business some what and given a decidedly better tone to the entire business world- Many factories have resumed operations, placing in employment thousands of men who had been idle for months; shipping interests have taken on new life; building operations have been resumed, and general out door contracts that have been forced to stand idle during the winter weather are resuming work now, all of which tends to increase the demands for canned goods, and will soon have a telling effect upon the market.

Canned goods brokers do not report any exceptional transactions in the market this week, but notice an increase in the demands and orders, and a slight increase in the size of them. Some canners however are growing restless and showing an anxiety to clear out their warehouses before the new season. There is much time between now and the time new tomatoes can come upon the market, and no direct cause for this anxiety, but due to the fact, as we have mentioned before, that a large number of canners have each a small amount of goods, it can be seen it is possible for quite a number of them to come into the market at once although if investigated it would be seen the total amount of goods offered was very small. But the number of those offering goods gives a misleading appearance to the market, and has in fact this week caused a slight decline all along the line. On the other hand jobbers are not showing a corresponding increase in demands, and the result is therefore not surprising.

Standard apples are now quoted for No. 2 5c off, standing at 55 to 60c, No. 3 unchanged, and gallons at $2.10 to $2.15, a decline of from 5 to 10c.

Beans show no activity but are holding well to their quoted prices.

Corn has also shared in this decline, having finally succumbed to the quiet condition of the market during the past month and more. No. 3 full standard moist pack is now quoted at 67½c. to 70c.; New York or Maine style at 62½c. to 65c. Standard Evergreen 60c. to 65c.

Oysters are showing very little activity and No. 1 4 oz. are quoted at 70c. to 71½c. a decline of 2½c.; 8 oz. at $1.35, a decline of 5c.; 5 oz. at 75c. to 77½c.; 10 oz. at $1.50, a decline also of 5c. It is not likely however, there will be much further decline in this article, if any. In fact all conditions point to an advance, the extra demand of the Lenten season, and the approach of the end of oyster canning.

Peaches have been quiet the past week, and are also marked by a falling off in the prices. No. 3 yellow peaches are now quoted at $1.90, a decline of 20c. from $2.10; No. 3 extra yellows are quoted at $2.10, a decline from $2.40. Seconds No. 3 yellow are quoted at $1.80, a decline of 5c; No. 3 pie unpeeled, unchanged at $1.45, and gallon pie, unpeeled at $3.75. On the other hand seconds white and yellow peaches, No. 2 have advanced 5c. on the week, and are now quoted at $1.20 ond $1.25 respectively.

At this season peas should show csnsiderable activity, but this cannot be said of them during the week. Prices in general have remained firm though No. 2 Early Junes have been reduced from

THE FEDERAL CAN FLOATER

is the foremost in every way of those using the pre-heating method and that method is the foremost method of floating cans.

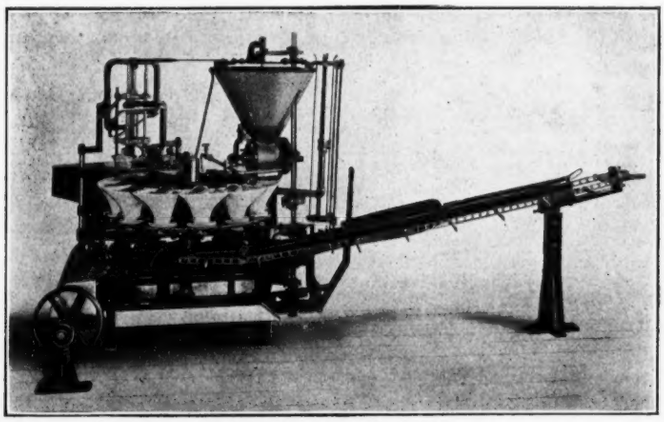
It is the foremost method because, although somewhat delicate it saves thousands of dollars worth of solder in a year over the now antiquated bath floater style. Ours is the foremost machine of the type, BECAUSE it does not require an abnormally accurate fit, BECAUSE it clamps the can while under the flame so there are no ends springing off, or what is more important, part way off; BECAUSE the clamps are geared and rotate the can in the flame, more steadily, evenly, and faster than they can rotate under a chain. and this is our greatest advantage, for with this method a spot on the can that is either too hot or not hot enough, means a weak spot; BECAUSE every movement is timed, is perfectly mechanical, and the can gets more accurate heat application, solder application, air cooling application. All other can making machinery has been mechanical except the slip shod, solder wasting chain floater. Sometimes the cans turn all right in it, sometimes they don't. Buy the machine which saves solder enough to pay for itself in three months, the only truly MECHANICAL FLOATER from the

FEDERAL CAN COMPANY,

FEDERALSBURG, - - - - - MD.

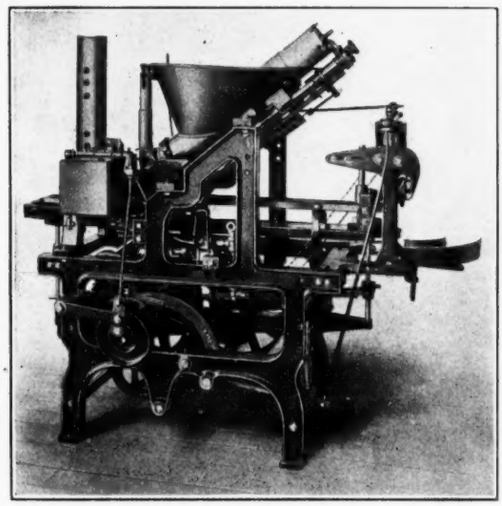
Ayars Machine Company,

Salem,
New Jersey.

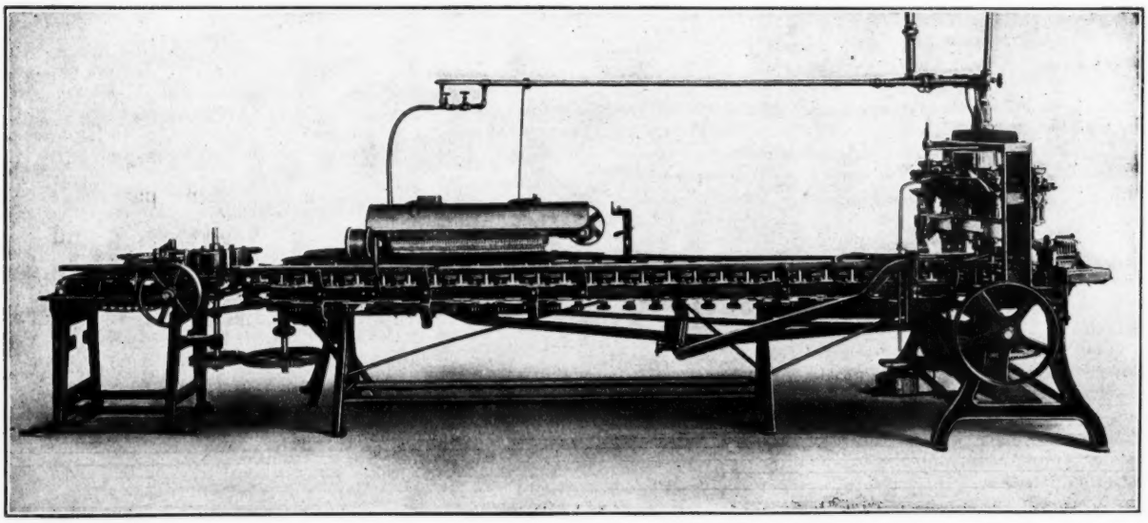


Rotary Pea and Bean Filler

Electric Process Clock.



King Tomato Filler



Universal Continuous Capper.

SEND FOR FULL LINE OF CIRCULARS.

Ayars Machine Company,

Salem, New Jersey.

BROWN, BOGGS CO., LTD., HAMILTON, ONT., Sole Agents for Canada.

IN WRITING ADVERTISERS, KINDLY MENTION THE TRADE.

the high price $1. to 90 and 95c., a 5c. decline. The same may be said of extra standard E. J. which are now quoted at $1.

Tomatoes are quoted slightly off, with 77½c. as the top price for No. 3 standards. The only other change in this article is noted in gallons which are now quoted at $2.30 to $2.35.

In canners' metals, pig tin and pig lead have experienced some action, the former going up to $32.50 and $32.75, and the latter going down $4.00 and $4.25. In cans an other canners' metals there are no changes to note; but the industry will read with interest, elsewhere in this issue, the announcement of the arrangement made between the Sanitary and the American Can Companies, whereby they will work in harmony henceforth.

Chilian Grape Culture.

Steadily Increasing Industry—Red Wine Mainly Produced.

Consul Alfred A. Winslow, of Valparaiso, reports that much attention is given the cultivation of grapes in Chile, and the manufacture of wine therefrom, as will be seen by the following statistics:

The industry is growing rapidly and promises well. The climate and soil are most excellent for the production of some of the best varieties of grapes. In 1906 there were 57,665 hectares, or 142,493 acres, under cultivation, against 51,539 hectares, or 127,354 acres, for 1904. In 1906 there were 17,260 heetares under cultivation on irrigated lands. The grapes grown on the irrigated lands were the best. The production of wine for the harvest of 1906 amounted to 157,604,656 liters (liter—1.0567 quarts), of which the greater proportion was red wine. The production for 1907 exceeded that of 1906 very materially, but the exact figures can not yet be given.

During 1906 wine to the value of $203,430 United States gold was imported, of which the United States furnished less than one-half of 1 per cent. During the same time Chile exported wine to the value of $54,740.

Pacific Coast Fisheries Review.

Excellent progress has been made in the fisheries industry of the Pacific Coast during the past year, the value of the products during 1907 exceeding $26,000,000, according to statistics gathered by Millar Freeman, publisher of *The Pacific Fisherman*, the annual edition of which publication has just been issued at Seattle, Wash. The following facts relative to the fishing industry on the Coast are brought out in the annual issue:

The pack of canned salmon during 1907 for the whole coast was 4,015,169 cases, as compared with 3,817,316 cases for 1906. There was a decrease of 161,873 cases of reds as compared with 1906, also of 137,427 in sockeyes. The pack of pinks and chums was 457,450 cases larger than last year and exceeded that of any previous year.

The pack in Alaska has been exceeded in only one other year, that of 1902, when the big Pacific Packing and Navigation Company was in its palmy days, the output that season being some 260,000 cases higher.

In British Columbia the output was considerably below normal, due to the depletion of the Fraser River fisheries. Columbia River also shows a reduced pack, largely due, however, to the fact that the chinook salmon, which is most plentiful in that stream, is in heavy demand by mild cure packers.

Mild cure salmon, a name given to a specially prepared article, packed in 800-pound tierces, reached a total of over 15,000 tierces. The trade for this product originally began in Germany, but a large demand is springing up throughout America. The hard-salted barrel salmon pack amounted to 37,021 barrels, considerably larger than any other season. The production on Puget Sound was unusually large.

Halibut fishing has made most remarkable gains during the past year. There are now thirteen steamers employed in bringing this fish from the banks to Seattle, Tacoma and Vancouver, B. C., from whence it is shipped to all parts of the country by passenger express. In addition, there are thirty-five halibut schooners fitted with auxiliary power running into Seattle. The total production for the year approximated nearly 50,000,000 pounds.

The codfish production for the whole Coast showed a slight falling off from 1906, caused by the arbitrary action of the Russian Government in driving a part of the San Francisco fleet off the Siberian Coast grounds. The prejudice which has for so long existed against Pacific codfish has been largely overcome by reason of intelligent, well-directed efforts of the packers to improve their methods of handling and packing. In this connection the finest codfish plant in the world exists at Anacortes, Wash.

The total catch reached 13,596,029 pounds.

On the Pacific Coast the oyster industry is assuming large proportions and promises eventually to be one of the leading resources of Washington State. The output is increasing rapidly and the market therefor is being constantly extended throughout all the territory west of the Rocky Mountains.

The lesser branches of the industry all show a healthy condition. In fact, it is evident that the entire fishing industry is on a better and more prosperous basis than ever before.

The detailed figures of valuation of Pacific Coast fish products for 1907 are as follows:

Canned Salmon	$17,829,607
Mild Cure Salmon	1,466,990
Salt Barrel Salmon	385,885
Fresh and Frozen Salmon	350,000
Halibut	3,000,000
Whaling	500,000
Codfish	667,801
Oysters	1,000,000
Canned Clams	140,000
Canned Crabs	35,000
Canned Sardines	150,000
Miscellaneous fresh and cured fish trade not otherwise listed	1,000,000
Total	$26,525,283

The Pacific Fisherman annual is a handsome publication of 100 pages beautifully illustrated with many typical fishing scenes and containing, in addition to much statistical matter, numerous technical articles by prominent authorities. The lists of names and location of fishing companies as given in this edition is of special value to the trade.

PACK OF CANNED SALMON BY GRADES--1907.

	Chinook Spring King	Sockeyes	Red	Med Red Cohoes Silver-sides	Pink back Hump-Chums	TOTAL
1907						
Alaska	40,699		1,319,863	87,928	843,581	2,292,071
British Columbia	26,098	314,074		88,584	118,704	547,459
Puget Sound	6,502	90,419		113,202	504,254	714,377
Columbia River	258,443		5,504	37,678	22,556	324,171
Outside Rivers	11,677			96,165	29,249	137,691
Totals	343,409	404,493	1,325,367	423,556	1,518,344	4,015,169

"Benzoate" Board In Baltimore.

The Board of Eminent Scientists, presided over by Dr. Ira Remsen, of Johns Hopkins University, is holding its meetings in McCoy Hall of the University in Baltimore. This Hall is famous because of some of its meetings held there, and the Johns Hopkins University stands at the head of all the great universities of the country, and is, in fact, famous the world over.

Baltimore, however, is not given to boasting of her treasures, and so this renowned institution may be practically unknown to many of our readers. Were it situated in any other section of the world, its fame would be continually kept before the eyes of the world. But because of the importance of the subject under consideration by the present committee, everyone connected with the industry will have his eyes on it for some time.

We understand the Board is to give a hearing to one or two interests, in different sections of the country; however Dr. Remsen, it is understood, is not encouraging this. But the fact that such an eniment man as he is at the head of the Board, gives assurance that the work will be done thoroughly and well. There are but two main subjects to be considered—the Benzoate of Sodium question; and the use of sulphur in dried fruits. But these two questions are sufficient to give the Board all the work it can possibly attend to, in a limited time; and it is a question, no one can answer, how soon an answer may be expected.

This is undoubtedly the best possible solution of the problems for for all interests concerned; as tBe Board intends looking into the questions from every point of view, and can be counted on to give a thoroughly unbiased opinion in each case.

Meantime we are assured the Government will take no further action regarding Benzoate and Sulphur, the two being allowed as under ruling No. 76 of the Pure Food Board during the season of 1908—so that the questions for the time being are at rest.

Edw. Renneburg & Sons Company.

Datiug from March 1st the business formerly conducted under the firm name of Edw. Renneburg & Son will be run as an incorporated company as above. Notices to this effect have been mailed to their friends and customers.

We beg to announce that the firm of Edw. Renneburg & Son has been incorporated, and will hereafter be known as Edw. Renneburg & Sons Company.

We take this opportunity to thank our friends and patrons for past favors and hope for a continuance of same.

Baltimore, March 1, 1908.

HELP WANTED.

Experienced Pickle and Condiment man—one competent to handle Salesman and take care of Correspondence.

Address PICKLE SALESMAN, care THE TRADE.

Packers CANS for 1908.

When considering the source of your supply you will commit no error of judgment by securing our proposition. Rail and Water Facilities for shipping and increased Storage enable us to easily and satisfactorily execute the largest contracts. . . . . .

SOUTHERN CAN COMPANY,

BALTIMORE.

OF COURSE YOU USE

ANCHOR BRAND SOLDERING FLUX

BECAUSE IT IS THE BEST.

NON-ACID **NON-ACID**

No Muriatic (Hydrochloric) Acid used in making Anchor Flux.

WONDERFULLY EFFECTIVE IN PREVENTING LEAKS.

No Cans or Contents Discolored.

Many strong testimonials from the Largest Canners who have used it.

Order your supply now that you may have it when needed.

Sold in Barrels, Half Barrels, or in Kegs of 10 and 20 Gallons.

TESTIMONIALS FROM MANY OF THE LARGEST AND MOST SUCCESSFUL CANNERS IN THE STATES.

MANUFACTURED AND SOLD ONLY BY

GARDEN CITY LABORATORY, INC.

Main Office, 4134 S. Halsted Street,

CHICAGO, ILL., U. S. A.

WRITE FOR PRICES AND INFORMATION.

IN WRITING ADVERTISERS, KINDLY MENTION THE TRADE.

Jobbers' Views

Conditions as Observed by Leading Grocer Journals of Various Sections and Their Comments.

New York.

Business is still suffering from the spring fever, which is likely to strike it whenever the retailers are stocked up rather more heavily than usual and when the outlook for general business is not of the brightest, and yet the situation and outlook are by no means discouraging. The demand is fair, considering all the drawbacks, and the market tone is steadier than could have been believed a few weeks ago. Tomatoes, which have shown more or less irregularity in the past, are now quite steady, the occasional concessions revealing something wrong in the quality. In fact, for full standards the holders expect 80c. f. o. b. for No. 3 Maryland. No. 2 and 10 sizes are dull and nominal in value. Corn is less active, the demand for Maine futures having slackened, owing to some of the packers completing their quota of orders. Southern future corn is quiet. Spot corn is inactive and weak. String beans and peas are quiet and steady. Fruits are dull, but steady. Salmon and other canned fish is firm. Future sardines are selling at $3.20 f. o. b. Eastport for ¼ mustard, fancy wrapper. Spot sardines scarce and firm.—*Merchants' Review.*

Philadelphia.

Tomatoes are dull and unchanged in price, both spot and future. Corn is moving only in a small way and prices show no change. Spot peas are a little easier, packers feeling inclined to move stock. Futures are still steady to firm. Peaches are unchanged and quiet. Apples show no change from the last quotation and rule fairly active. The Baltimore line of small canned goods is unchanged and quiet. California canned goods in first hands are dull: prices unchanged.—*Grocery World.*

Chicago.

Demand for canned fruits and vegetables for consumption is steadily increasing as the weather grows warmer, and as stocks of almost all descriptions of fruits and vegetables are light in the hands of canners, it is natural that the prospect should favor firm or higher quotations. Tomatoes are an item on which canners, if reports are reliable, are not heavily stocked at all, and their stocks of corn are understood now to be lighter than anybody thought. Peas of the lower grades to retail at popular price have been known for some time to be scarce. In canned fruits, there is a scarcity of everything, it seems. Canners say they are almost sold out of all kinds of canned fruits, and these reports are so persistent that they are regarded as true. Last spring prices were advanced sharply when the demand commenced to be active, and conditions seem right for a repetition of this again this year. California packers report their stocks of canned fruits amounting to really nothing, while canners in other fruit districts are known to be almost out of the market because sold out. Firm prices rule on all kinds of canned fish. Salmon is in better demand and will soon be held at firmer prices, as the supply is small. Sardines are another article in small supply, and in consequence firmly held.—*Grocers' Criterion.*

St. Louis.

Business this week started in pretty weak, but petered out later in the period. There is plenty of work putting up orders these days, but each contains a little bit of nearly everthing on the list and the aggregate, in dollars and cents, is not so much as to cause excitement in the credit department. Collections are not all that might be desired, but do not indicate any danger, particularly on the part of the country dealers. Prices generally are a trifle easier. There is really nothing of interest to note in either tomatoes, peas or corn. Each of these staples is moving fairly well at unchanged prices and almost no inquiries are noted for futures in this market.—*The Interstate Grocer.*

Los Angeles, Cal.

Canned goods in packers' hands are about cleaned up, says a coast paper; probably there are less than five carloads of peaches, pears, apricots and plums combined in all the independent canneries in Southern California. There are small lots of tomatoes in the several canneries, but the total amount is estimated to be less than 10,000 cases; so it is apparent that the canneries are in fine position to handle the coming crop. The orchards look well, buds are swelling and trees will be in full bloom in a week or ten days. A good crop is expected unless long-continued rains during the blossoming period caused light setting of fruit; rains have been fairly heavy, so with good prospects and a very small carryover canners anticipate a good season.

Manitoba, Can.

Business continues to show considerable improvement. Collections are being made more readily than for some time past, and sales are showing a big increase from week to week. During the last month or six weeks there has been sufficient snow to enable contractors to push their work in the woods, and wholesale houses have done a good trade in supplies of canned goods for the camps.

Montreal, Can.

There continues to be good demand for canned goods. Canned fish and fruits, especially, are being largely called for. In fact, dealers report a good demand for all lines.

Toronto, Can.

Lines of canned goods are moving well, with particular demand for fish and fruit. The Lenten season seems to have stimulated this trade materially.

Quebec, Can.

With spring rapidly approaching there is noticeable a goodly increase in the volume of orders being received by wholesalers. Roads are in wretched condition in some sections of the Province, but travelers report a great improvement over conditions a month ago. Recent soft weather has taken away much of the snow. Collections are reported very satisfactory on the whole, though small houses find it difficult to get in the money. Canned goods are moving out satisfactorily, especially canned fish and canned fruits.—*Canadian Grocer.*

London, England.

Salmon.—The dealers report a slightly improved demand from the country during the past week. As regards market business, there is very little doing, but the market remains extremely firm for all grades. Lobstes are without any feature of interest, but there is no change to note. Sardines.—There has been a little more inquiry this week and a firm tone continues to prevail. Recent arrivals include the Britannia, with 2,180 cases; the Navarre, to Liverpool, wiih 1,362 cases; the Danube, to Southampton, with 352 cases, and the Tasso, to Hull, with 425 cases. Fruits maintain a strong tone. Pineapples have been in better demand this week and the market is firmer. The Hakata Maru has brought 1,005 cases pineapples.

Liverpool, England.

Salmon.—Market continues steady at last reported prices. There is more inquiry for half-pound tins. Sardines unchanged. Fruits quiet. Pineapples.—The market for both spot and forward delivery has been rather stronger this week, and prices which were accepted quite recently by the preservers have been turned down for some considerable quantities. The advance is being paid in many instances, and the indications are strongly in favor of higher prices. The arrivals this week from Singapore are 500 cases by the C. Lopez y Lopez and 24,884 cases by the Moyune.—*Grocers' Gazette.*

Lobsters in Maine.

In his annual report, James Donohue, of Rockland, Commissioner of Sea and Shore Fisheries of Maine, says that during 1907 the value of the catch amounted to $2,005,462, which represented an increase of $364,816 over the catch of the previous year. During 1907 there were 8,698,671 legal sized lobsters taken, which is an increase of 120,000 lobsters over the catch of the preceding year. Continuing, Commissioner Donohue, in his report, says:

"I believe that the lobster fishermen of the State now realize that it is their duty and their only hope of preserving the lobster industry to aid and assist the wardens in allowing the small lobsters to remain in their natural element until they are of sufficient size to be of value, and also in their earnest effort to protect the seed lobster.

"Only a few years ago the wardens of this department were hated and despised by the lobster fishermen, who did everything they could to handicap and hinder the wardens in the performance of their duty, but now that condition is entirely changed, and there are at present more than 1,500 lobster fishermen on this coast who are aiding and assisting the wardens in every way in their power to protect the small and seed lobsters. I hope within the next year to see that number increased to at least 2,500, as branches are being formed for this purpose the entire length of the coast.

"I believe it is the duty of every warden of this department to aid and encourage the formation of unions for the protection of the lobster industry. There no doubt will always be some unscrupulous persons who will not hesitate to violate the laws regardless of the effect it may have upon the fisheries, but with a good, hearty co-operation between the fishermen in general and wardens of this department it will be a very unpleasant business for the handlers of short lobsters.

"In round numbers, 37,000 short lobsters were seized and liberated by the wardens within the past year. It is safe to say that this number does not represent one in 25 of the number of small lobsters that were illegally used. On that basis, it seems that approximatley 1,000,000 of short lobsters were destroyed on this coast in the past year. Estimating them at a price of four cents each, as that would be a fair average for the price that the small lobsters were sold for, it would amount to $40,000; whereas, if they were allowed to remain in the water for, say one year, at which time they would have attained the legal size, they would be worth $230,000, which

FOR

Packer's Cans

POPE

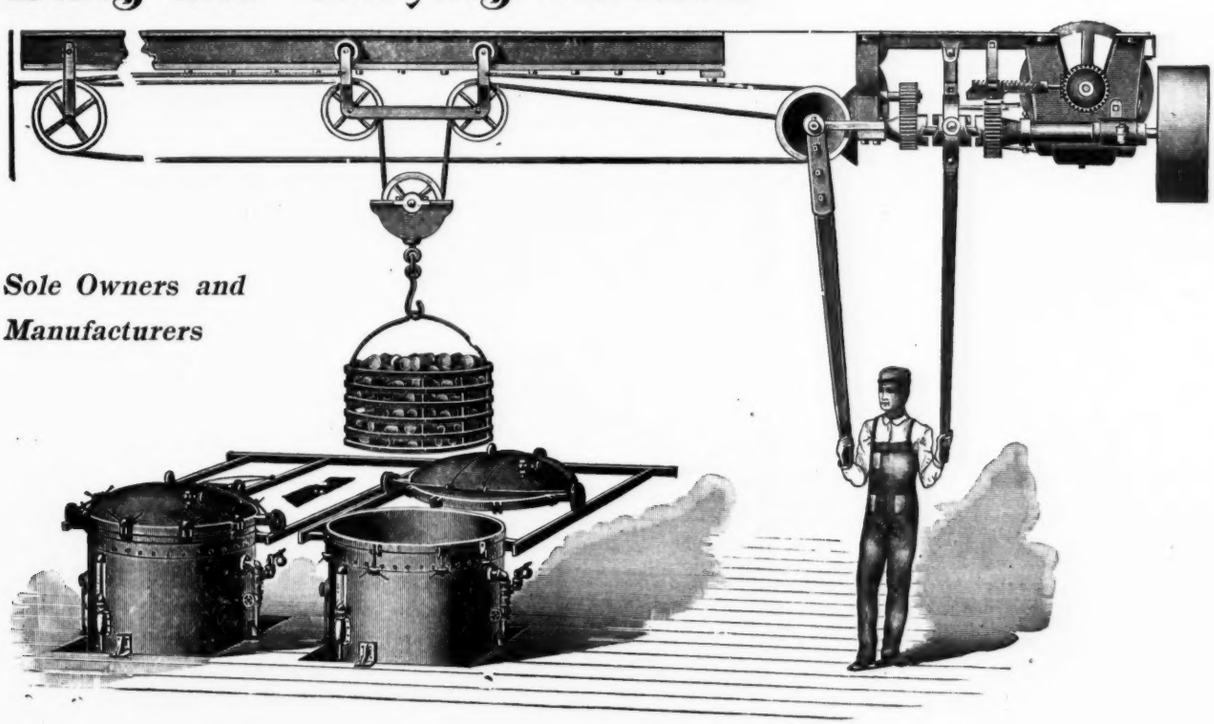
"Clean & Bright"

PLATES

Pope Tin Plate Co.

PITTSBURG. PA.

The Harris Patent Power
Hoisting and Carrying Machine



Sole Owners and
Manufacturers

C. S. HARRIS COMPANY, - ROME, N. Y.

shows a loss of $190,000 to the lobster fishermen in this State during the past year. These are cold facts and cannot be disputed; and I am glad that the time has arrived when the lobster fishermen realize what they are doing to their own business when they refuse or neglect to liberate the small lobster and allow it to grow to market size.

"The laws of this State governing this industry, I believe, are superior to similar laws in any other States or in Nova Scotia. There are all kinds of theories about how it is best to propagate and increase the supply of lobsters; some think all the large ones should be liberated and the small ones used; others think the lobsters between seven and eleven inches should be used and all others liberated, and they are experimenting on this line, with the result that their catch is growing smaller every year.

"The State of Maine law protects the small lobster under approximately 10½ inches, and also large seed bearing lobsters, so that we are working practically in two ways, and the fact that our catch is increasing yearly proves to my mind that our method is the correct one. I believe that with a strict enforcement of the present law, with the co-operation of the fishermen, as we are now having from the unions, that inside of five years our catch will have increased from approximately 8,500,000 this year to at least 12,000,000 in 1912. These figures are compiled from actual facts and actual experience, and not established on theory."

Rochester Still After the Convention.

Those who attended the Cincinnati Convention will not soon forget how hard those representing Rochester worked to have their city chosen as the next meeting-place of the Annual Canners' Convention. "Do it for Rochester" was constantly in the air, and we see they have not let the slogan drop even yet, despite the fact that Chicago was conditionally chosen for the meeting in 1909. The Rochester *Democrat-Chronicle* of last week came out with a large heading: "This City May Get Convention," an expression quite flattering to the canning industry, as if there was no other convention on earth than the canners'—not even political conventions, in this year of political agitation. The paper then goes on to explain why Rochester may get it, saying:

"It is still possible that Rochester will get the Annual Convention of the National Canners' Association, to be held in February, 1909. The Convention for the present year was held in Cincinnati last month, and Rochester made an earnest effort through the Chamber of Commerce and in other ways to have the Convention Committee of the Association decide in favor of this city. But Chicago, a city on Lake Michigan, south of Waukegan, also wanted it. It was pointed out by those who shouted for Chicago that it was desired to have the canners and the "pure food" people meet simultaneously, and that as the canners' Machinery and Supplies Association has always met with the canners' organization, much room would be required to accommodate the three bodies.

But the men from Rochester and this section of the country, including Secretary Clarke, of the Chamber of Commerce; Donald Stuart, of the Taylor Instrument Company; Charles A. Boller and Frank A. Stecher, of the Stecher Lithogaaphic Company; George W. Cobb, of the Sanitary Can Company, Fairport, and W. H. Smith, of the Le Roy Canning Company, gave no heed to the words of the men from Chicago. They kept the name of Rochester constantly before the people, urging their claims every minute they were awake. The name of the city was either spoken or heard a score of times a day by every man at the Convention. If men smoked they saw the name on the band of their cigars, if they ate it would be spoken in their ears by obsequious waiters, if they attended a concert they heard the praises of the Flower City sung, and if they occupied a theatre seat, it was some pretty actress on the stage who spoke the name. But Chicago, so the braggarts from that city said, had the money and the space. Twenty thousand dollars, they said, the people of Chicago stood ready to pay to the Association if it would agree to their town in 1909.

The decision was made in favor of Chicago, and the only formality was the paying of the money to the Association as an evidence of good faith. Up to this time this evidence has not been produced. That is the difficulty that stands in the way of final action by the Association. There is another that deters the Canners' Machinery and Supplies Association, the price that has been fixed for space for exhibits in the Coliseum, where such shows are held in Chicago. The price is $500 per space, and when it was announced the Association for a moment lost its breath.

"That's robbery," said the head of one large firm that has exhibited every year since the first show was held, "and we have given up all thought of having any exhibit if the Convention goes to Chicago."

Other firms feel the same way, and in every section, even in the neighborhood of Chicago, there is a disinclination to have the Convention go to that city. The matter has been taken up by the New York State Canners' Association, but definite action has not been taken. The position to be taken by this Association will be important as having an influence on the action taken by other Associations.

Rochester extended its invitation in Cincinnati, and at that time announced all conditions. The invitation has not been withdrawn and the conditions remain as they were. As Chicago has failed to deliver the $20,000 voluntarily promised by its representatives, Rochester stands as the only candidate for the Convention. The indications at present are that the Convention will come here, but there are many negotiations and much correspondence to be completed before a final decision is reached. It is expected, however, that the situation will be materially cleared before the close of the present week."

If there is any truth in the $500 space charge, we can assure Rochester the Machinery and Supplies Association at least won't go to Chicago. But it's hard to believe.

The Sanitary Can and American Can Companies Lock Arms

Under date of March 23rd the announcement was sent out, as given below, showing a mutual arrangement between the Sanitary Can Company, with offices and plants in Fairport, N. Y., Bridgeton, N. J., Indianapolis, Ind., and Niagara Falls, Can., and the great American Can Company, with offices and plants in all sections of the country. This brings the sanitary can, new to the business only a few years ago, but grown to immense proportions in that short time, into close harmony, to say the least, with the can company, and gives the American Can Company a big hold on the sanitary can business of the country.

But a few months ago the American Can Co. absorbed the United Can Co., of San Francisco, which was also producing sanitary cans.

It will be observed the excellent management of Messrs. Bogle and Geo. W. Cobb will be continued. These gentlemen, together with Messrs. Day and Souder, of the Indianapolis and Bridgeton plants, had formed a host of friends in the industry. Add to these the splendid corps of American Can representatives, than whom there are no more gentlemanly, popular men in any industry, and there is presented a force that is well nigh irresistible.

And from this combination we may expect to see the use of the sanitary style can vastly increase or at least continue its huge strides into popular favor, so much in evidence since its first bow to the canners. The announcement follows:

ANNOUNCEMENT.

March 23rd, 1908.

The AMERICAN CAN COMPANY has acquired an interest in the SANITARY CAN COMPANY, and the Sanitary Can Company has arranged to move its New York headquarters to the building of the American Can Company, No. 447 West Fourteenth street, at an early date. The management of the Sanitary Can Company's business will remain with Messrs. Wm. Y. Bogle, President, and George W. Cobb, General Manager, and its present organization will be continued as heretofore in all departments. The several departments of the two companies will, however, be in close touch and will act in concert when such action will be to the advantage of the patrons of either company.

SANITARY CAN COMPANY, WILLIAM Y. BOGLE, *President.*

AMERICAN CAN COMPANY, W. T. GRAHAM, *President.*

Mr. Crump Back With the United States Printing Co.

Our president and executive committee take pleasure in announcing to our friends in the trade that Mr. Joseph Crump, who for many years represented this company's interests in the Sate of New York, has returned to the service of the company in the capacity of special representative.

Mr. Crump is one of the few men in the color printing industry who, by reason of long, active and thorough experience, is regarded as an authority on all matters pertaining to the art. This is appreciated by all those who realize the importance of entrusting the work of constructing designs, trade-marks and advertising media to a person of knowledge and experience.

Mr. Crump as special representative of this company will continue to visit his many friends in the State of New York and elsewhere throughout the country.

Mr. E. C. Howlett will continue in charge of the company's office at Buffalo.

THE UNITED STATES PRINTING CO.,
H. A. DICKE,
General Sales Manager.

"Dey say dat meat iss going down."

"Sure. I put some down myselluf."

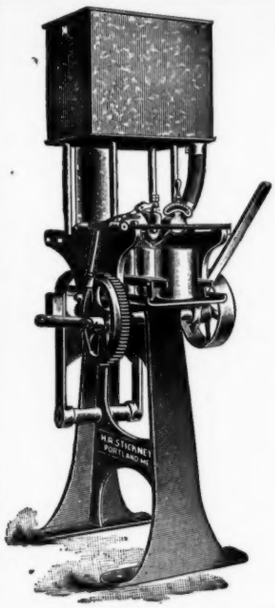
"No, no. Dey are going to give de price list a few chops."

"Vell, it's stew high, aindt it?"

"Truly, iss it. I never sausage prices."

"It makes me vant to gif my butcher a roast."

"Me, too. Good-py. I hope ve soon meat again."—*Cleveland Plain Dealer.*



STICKNEY SYRUPING MACHINE $125.00

Instantly adjustable while running. Will handle one, two or three pound cans, and do perfect work. . . .

CONDENSED MILK FILLER

Standard machine of its class, in use by all the largest concerns. . . . .

SPECIAL FILLING MACHINES for any purpose or capacity. EVAPORATED CREAM, BAKED BEANS, FATS, OILS, MUSTARDS, etc., in round or square cans or glass jars.

HENRY R. STICKNEY

PORTLAND, MAINE, U. S. A.

SPECIAL AGENT

SPRAGUE CANNING MACHINERY COMPANY,

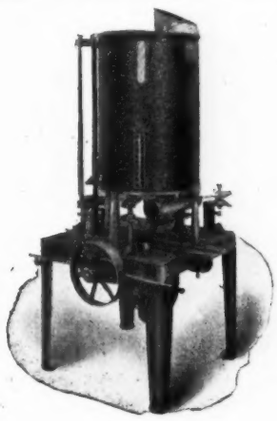
FOR

NEW ENGLAND STATES.

Canning Machinery of all Kinds

Including the Celebrated

Queen Anne Cooker.



SIMPLE—Light Running—Easy to Clean—None Better.

Send For Description, Terms, Etc.

I have some great bargains to offer in machinery of every description—little used—practically as good as new.

H. Cottingham,

BALTIMORE, - - MARYLAND.

QUINN'S PERFECT SIEVING MACHINE

FOR CATSUP—IMPROVED FOR 1908.

Preserves the color of the catsup,
Makes a smooth, fine grained article,
Runs noiseless and is quickly cleaned,
Highest recommends from all who use them,
Gathers no verdigris and requires no attention.

C. L. Quinn, Mfr., North Collins, N. Y.

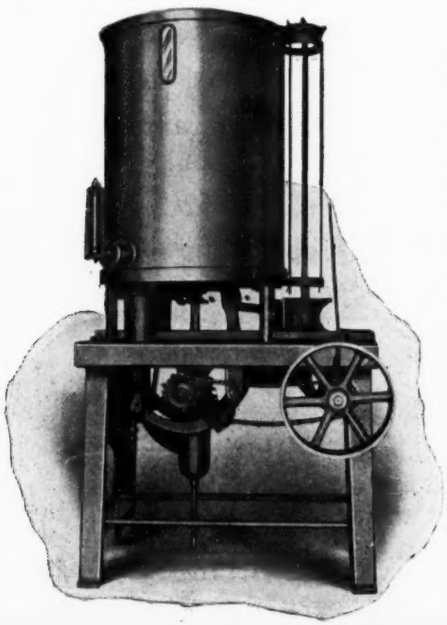
CANTON BOX COMPANY,

2501 to 2515 Boston St.,

BALTIMORE, MD.

Packing Boxes.

Made up or in Shooks. Cargo or Carload.



The Morral Corn Cooker-Filler (Patented)

MORRAL BROS.

MANUFACTURERS OF

The Morral Corn Silk Brushing Machine, The Morral Single Cut Corn Cutter, The Morral Double Cut Corn Cutter, The Morral Corn Cooker-Filler, The Morral Can Wiping Machine, The Morral Labeling Machines.

Also dealers in capping machines, Retorts, Etc., and can furnish full line of corn machinery.

TESTIMONIAL.

Morral Brothers, DYSART, IOWA, Nov. 23, 1907.
Morral, Ohio.

GENTLEMEN:—The Morral Double Corn Cooker-Filler purchased of you was installed in our factory and used for our entire corn pack this season, and in ease in regulating the filling of the cans it exceeds our highest expectations, and the uniformity with which our cans are filled is in pleasing contrast to the results the filler we used last year gave us. The machine worked to our entire satisfaction in every way and we are well pleased with the selection we made of a Cooker-Filler.

Very respectfully yours,
DYSART CANNING CO., Per E. Pearson, Sec'y.

WRITE FOR CATALOGUE AND PRICES.

MORRAL BROS. ——ADDRESS—— MORRAL, OHIO.

NEW YORK MARKET.

New York, March 26.—Trade during the week has improved slightly, though the change has been almost too small to be considered. And this does not hold good with all varieties. For example, full standard Maryalnd 3s tomatoes are a shade weaker and the tendency is toward a lower basis. Corn has been rather dull through the week and sales have been made in a small way. Buyers are holding off, and even though the largest consuming season of the year is here there is comparatively little actively and conditions are no better, everything considered than they were last week. Holders are not anxious, however, and in most varieties are retaining their grip on their goods unless they receive full prices for them. This prevents serious demoralizaion, though it indicates one of two things, either that stocks are small or that holders are unexpectedly able to carry their goods as long as they choose. Which ever may be true it is helpful to trade conditions and prevents serious breaks and consequent losses.

Tomatoes.—An easier tone developed in all offerings of full standard Maryland 3s and the market is a shade weaker on standard quality. Some lots of fair standards have been sold for shipment here at 72½c- f. o. b. factory and these goods showed satisfactory quality. Some rejections have been reported in the fair standard goods, but the weekness appears to have developed in the full standard which have been selling for 75c. to 77½c. regular f. o. b. factory. Buyers take no more stock than needed to cover their pressing requirements. But coupled with this is the further and equally important fact that they are not carrying goods which makes the buying outlook much more promising than it would be otherwise. For No. 2s. the market is easy and quiet. Gallons are neglected and sales are principally in small lots. Futures have been fairly steady all the week, put the interest has been only moderate and sale have been made in all instances at the quoted prices, so far as known.

Corn.—The market is quiet and weak for both spot and future goods in Southern pack. Fancy Maine goods are sparingly offered and the market is firm. Sales have been more liberal than expected and some of the largest packers are selling only conservatively. In one or two instances they have practically withdrawn, having sold the whole of their expected output. Other grades are unchanged and sales are comparatively light.

Peas.—Jobbing demand about expresses the condition of the market. Buyers are not taking more than they actually require and it would appear from results that requirements are relatively light. Nearly all holders are firm, however, maintaining their position in face of comparative indifference on the part of buyers.

Beans.—A fair interest has developed and state strings show an upward tendency on limited spot offerings. Other grades are unchanged. Lima No. 2s are steady, but movement is light.

Spinach.—All stock is more firmly held and inquiry increases. Buyers seem more anxious to obtain good quality stock at relatively low figures.

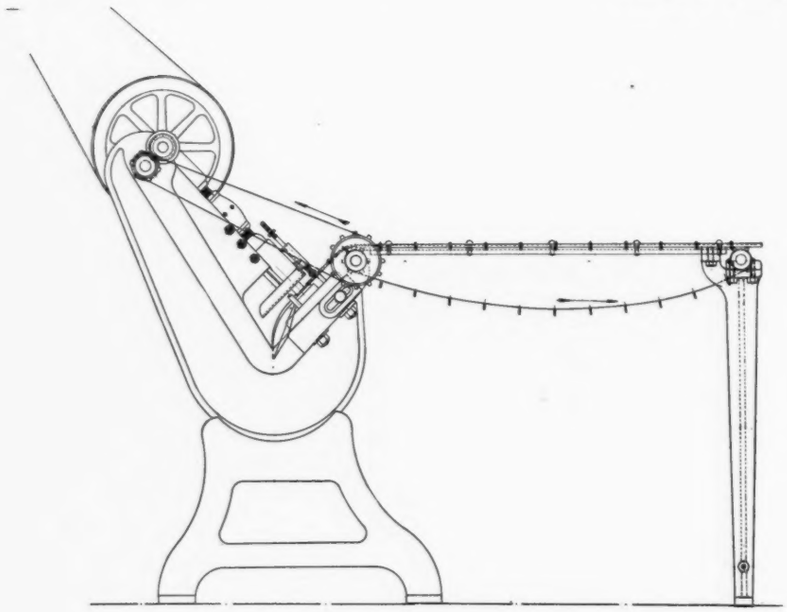
Sweet Potatoes.—The market is firmer under increased inquiry. Sales are made in a small way only, though occasionlly a buyer takes hold more liberally.

Asparagus.—The market is weaker because of the fact that holders desire to clear up what stock they have on hand before preparing for the new season. Buyers show more or less indifference, which has its influence on trade.

Salmon.—Red Alaska talls are firm, but quiet. Sales in a small way are noted in the wide range of $1.30 to $1.37½, though few lots are moved at the outside figure. Pink talls are steady and a shade more active. Medium red talls are strong. Columbia river offerings are light and offerings from first hands are light with prices little more than nominal.

Robinson's Blank Feeding Attachment

PATENT PENDING.



For feeding blanks to a die to be cut into caps or lids; also bumping blanks into caps or lids. The attachment can be applied to any press.

Capacity 60,000 per day of 10 hours. Prices quoted on application.

MANUFACTURED BY **STEVENSON & COMPANY,**

601-7 S. CAROLINE STREET, BALTIMORE, MD.

IN WRITING ADVERTISERS, KINDLY MENTION THE TRADE.

A Reputation Itself.

NEVERSLIP SOLDER THE PRODUCT. THE GOODS . . .

A PURE FOOD FOR ALL CAPPING MACHINES.—DON'T LAUGH, ASK YOUR NEIGHBOR.—THANKS TO ALL CONSUMERS FOR THEIR CONTINUED USE SINCE IT WAS BORN—1902. : : : :

NEVERSLIP. OUR LOWEST STANDARD

Better than the Best of all Products We Ever Made. "What we have done with Neverslip Wire Solder" in the Past, is our Lowest Standard FOR WHAT WE EXPECT TO DO, AND : : : : : :

WHAT MAY BE EXPECTED OF NEVERSLIP IN THE FUTURE.

KEEP YOUR EYE ON IT

IF IT'S SOLDER YOU WANT, AND IT CAN BE MADE, WE MAKE IT. JUST THINK, WE MAKE TRIANGLE, DROP AND STICK SOLDER, 30 POUNDS A MINUTE—THAT'S GOING SOME. : :

E. M. LANG Co.
16 & 18 EXCHANGE PLACE,
NEW YORK CITY, N. Y.

OR

E. M. LANG Co.
FACTORY
PORTLAND, - MAINE

The Metallic Decorating Co.

...TIN PLATE DECORATING...
IN ALL IT'S BRANCHES

GOLD LACQUERING AND PRINTING OF PLATES TO STAND PROCESSING A SPECIALTY. . . . . .

AMPLE FACILITIES TO EXECUTE ORDERS QUICKLY

194 CHAMBERS STREET
NEW YORK, - - - N. Y.

WORKS WITH R. R. SIDETRACK:
BROOKLYN, - - - N. Y.

Jeffrey Machinery

FOR

CANNERS AND PACKERS

INCLUDES

Conveyors for Crates, Boxes and Baskets Endless Apron Carriers.

Peeling Tables, Basket, Package and Barrel Elevators, Chain Belting

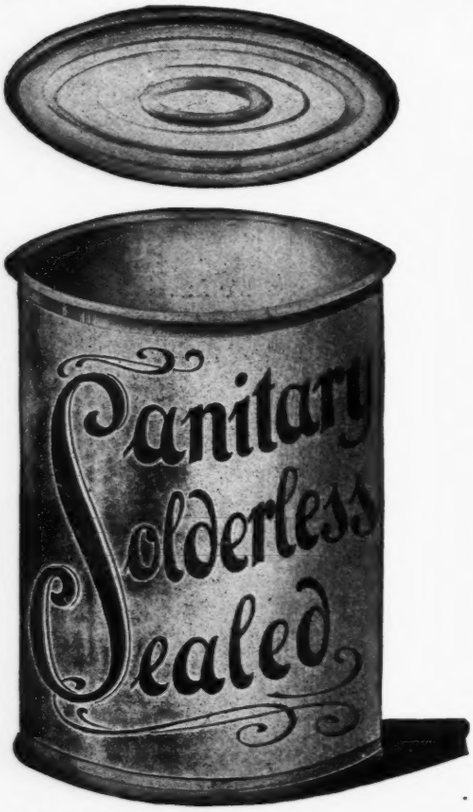
CATALOGUES FREE.

THE JEFFREY MANUFACTURING CO.

COLUMBUS, OHIO.

New York. Chicago. Pittsburg. Denver. Knoxville. Charleston, W. Va.

New Seam SANITARY CAN.



EASTERN TERRITORY
SANITARY CAN CO.,
105 HUDSON STREET,
New York City.

WESTERN TERRITORY
FEDERAL CAN CO.,
19th & HARRISON STS.
San Francisco, Cal.

Manufacture these cans for sale under our patents.

NO HOLES **NO CAPS**

The Entire Top Open.

SEALED WITHOUT

HEAT, SOLDER,

or objectionable

FLUXES,

PREVENTING SCORCHING AND BLACK SPOTS.

Impossible in packing to lacerate delicate food products. Will stand both retort and bath processing. A perfect sanitary can is obtained, eliminating all the faults of the old unsanitary type, making an ideal package, as cheap, more attractive, wholesome and better than anything yet devised.

A descriptive illustrated catalogue and sample will be sent upon request.

We furnish complete outfits for making these Cans.

Round, Square or Irregular Shapes.

All Packers, Brokers, Jobbers and Retailers should recommend goods packed only in this package.

MAX AMS MACHINE CO.

MT. VERNON, *NEW YORK CITY.*

Machinery For Sale.

1 Torris Wold Can Header, capacity 40,000 for 2-lb., 2½, 3-lb. cans, cost $600, our price, $200.

Power Presses.

3 No. 4 Baxendale, for No. 2 to Gallons, good as new, each $160.00
1 No, 4 West, for No. 2 to Gallons, good as new, each $150.00
1 Large Cap Press, Baxendale, on legs $ 85.00
1 Small Cap Press, Baxendale, on legs $ 65.00

The Baxendale Presses have been run but four weeks, the whole line is just as good as new.

Can Dies for Solder Made Cans.

2 No. 2, for 1⅜ cap hole.
2 No. 2, for 1 15-16 cap hole.
1 No. 2½, for 2¼ cap hole.
1 3 9-16 in. diameter, for 2¼ cap hole.
2 No. 3 Standard, for 2⅜ cap hole.
1 4⅛ in. diameter, for 1⅜ cap hole.
1 Standard Gallon, for 2⅜ and 3-in. cap hole.

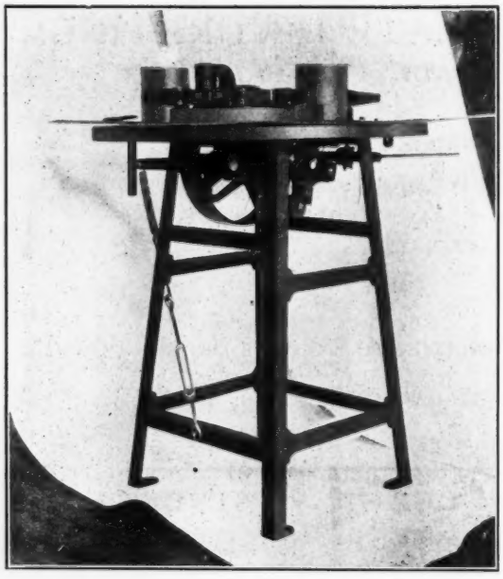
The above dies are almost new. Make me an offer for the whole lot; cap dies for each size.

E. J. LEWIS,

MIDDLEPORT, - - NEW YORK.

"Merrell" Can Marker.

An absolute accurate machine for canners



We also Supply all Kinds of Labor Saving Machinery.

If you have not yet Received our 1908 Bulletin Write for it.

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Geo. F. Wescott Co.

"The Labor Savers." BUFFALO, N. Y.

Sardines.—Domestic grades are scarce and the market is firm. Buyers take only small quantities, which does not help the market particularly. No interest is reported in futures, but offerings are made on the basis of $3.20 f. o. b. Eastport on fancy wrapped three-quarter mustards.

Lobster.—A fair demand has developed, notwithstanding the high prices asked.

Apples.—State green apples, as well as all other stock from New York and Maine are irregular and weak. Buying is limited and on large lots buyers can obtain about what quotations they choose. Jobbers generally are carrying liberally, having taken on a good supply bought at higher prices and consequently they are not taking hold. Neither can they dispose of their original purchases at profitable figures under present conditions.

Peaches.—Lemon clings are firm and a fair demand is noted for extra 2½s standards. Southern peaches are easy and the market is weak. Other grades are unchanged.

Apricots—The market is strong under small offerings and a fair demand. Prospects indicate a good output on the Coast this season. Small fruits firmly held, but movement is light.

HUDSON.

THE CHICAGO MARKET.

SPECIAL CORRESPONDENCE TO "THE TRADE"

CHICAGO, March 26, 1908.

Weather Excellent.—No better weather for bu iness could happen than we had this week and the effect has been a much increased distribution of canned goods.

Indiana Breaks the Price.—Several good-sized blocks of Indiana packed 3s tomatoes for delivery of the 1908 pack were sold here this week to jobbers at 85c. f. o. b. cars delivered Chicago. The price opened strong at 85c. f. o. b. cannery, this season, then weakened to 82½c. f. o. b. cannery and has now touched 85c. Chicago, which is the equivalent of about 81c. to 81½c. t. o. b. cannery.

Canned Corn Unchanged.—The demand for canned corn is confined to cheap lots, and regular grades are in slow request. A block of 5,000 cases standard Iowa corn, spot, was offered today at 57½c. f. o. b. cannery in Iowa. Packers are apparently making no effort to sell future packed corn and the market is without especial interest.

Pushing Maine Corn.—The procession of Maine corn packers continues to visit Chicago. There have been, so I am told, about thirty here so far, all hungry for business. Some get orders and some get none. These Maine fellows are always looking to the "Maine Chance" and corn at 85c. to 90c. pays a profit.

A Strong Rival.—California canned fruit and asparagus packers have now a strong rival for public favor and patronage; Libby, McNeill & Libby have established a big fruit cannery at Sunnyvale, Cal., and an asparagus plant at Brannan Island, Cal.

They packed fruits last year somewhat experimentally, just to learn what they could do and were well pleased with the results.

This part of their business will be conducted along the same careful lines as their manufactures of other food products and they are said to have the most perfectly equipped and organized establishment in Chicago to be found in the world in the line of food manufacturing. Their pack of California fruits in 1907 is said to have been of superb quality and will be further improved and perfected in 1908. Their famous "White Kitchen" in Chicago, where their canned specialties are prepared, is one of the show places of the city and is said to be visited by more strangers than nearly any other place in the city except the hotels.

Futures Selling Slowly.—The wholesale grocers report that "future" canned goods are selling better, but that they are still slow of sale and that sales to date of futures are still enormously behind last year at the same date. The brokers report that their sales of futures so far have been, compared with last year, most insignificant.

The Reason Why.—The reasons why future canned goods are slow of sale this year are various.

1. Retailers bought heavily last year and their stocks are heavy now.
2. The retailers find that they were deceived by packers, brokers and jobbers, who used every argument to incite speculative purchases of canned goods which they could command.
3. Then it was found that the cries of bad weather, short crops, etc., etc., were all untrue and that the largest pack of tomatoes and the largest pack of peas ever produced in one year had been packed, while corn.

TRADE

MARK

Registered U. S. Patent Office.

Standard Soldering Flux

(Formerly manufactured by the Marlou Chemical Works, Jersey City, N. J.)

Manufactured only by

The Grasselli Chemical Co.

When you are ready to buy Soldering Flux, order either of these well known brands and

GET THE BEST

BEST—Because made by skillful chemists from the very best materials obtainable.

BEST—Because our formulas are the result of years of experience and because no Flux is shipped that does not pass a rigid inspection.

BEST—Because by their use you will have a smaller percentage of "leaks" and a smaller consumption of solder than when any other Flux is used.

Both brands carried in stock by The Grasselli Chemical Company.

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Detroit, Mich.
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S. O. RANDALL, Baltimore, Md.——Also by——C. W. PIKE CO., San Francisco, Cal.

Samples and Prices Promptly Furnished. Correspondence Invited.

IN WRITING ADVERTISERS, KINDLY MENTION THE TRADE.

though restricted in output, was yet demoralized in tendency and disposed to drop.

California Canned Fruits.—No prices have been named by California fruit or asparagus packers for the 1908 pack, but it is thought they will do so soon and that prices will be fixed on about the same basis as those of last year or possibly a little higher.

Salmon Prices For 1908.—In conversing with one of the salmon sages this week, I find that experts believe that the opening price on red Alaska salmon will be $1.15 f. o. b. Pacific Coast for No. 1 talls. This view is based upon the scarcity of and the complete "cleanup" of red salmon this year and the fact that the price could consistently be placed at $1.25 or $1.30 f. o. b. Coast, if it were not for the conservative influence of the banks that are depended upon to lend the money to carry the pack and make it. The bankers will not agree to the higher price and insist that the price must be kept within the limit of rapid sales and a quick turnover of the output.

The price of the other grades of salmon will be fixed proportionately, except that Puget Sound sockeye salmon will bring whatever price packers ask, as scarcely any run of importance is anticipated until next year, 1909, which is the fourth year of the quadrennial cycle, when the sockeye salmon all come home to spawn, provided they can escape the nets, traps and seines of the fishermen.

Future Fighters.—At this time the average grocery trade paper editor is giving much space to the condemnation of the practice or custom of selling canned goods futures. It is a habit and this is the the time of the year that it "breaks out" on him. He shrewdly selects that period of dullness after the first of the year, when retailers and wholesalers find the demand dull and prices weak. Thus he insures himself some sympathy and attention. He classes the sale and purchase of future canned goods with option gambling and denounces it as ruinous and demoralizing, wicked and degrading. These grocery trade paper editors are great fellows to follow in each other's footsteps. They do not do any heavy amount of sombre thinking on such subjects, nor do they trouble themselves to interview or converse with practical men in the trade who thoroughly underetand such matters. There are some good reasoners among grocery trade paper editors and several active and aggressive members of the craft, and it would seem that some of them would give more intelligent and thoughtful consideration to the subject than is usual.

There is no more immorality in selling canned goods for future delivery than in selling coal or lumber or steel rails or plug tobacco or any other manufactured commodity. There is no greater risk to the manufacturer of canned goods in contracting for futures than there is to the manufacturers of boots and shoes, cotton cloth, clothing, millinery, hats and caps and hundreds of other articles, all of which are sold for future delivery long before they are manufactured. In fact, no manufacturer can do business safely or profitably unless he can sell a large part of his output in advance.

There is more reason why canned goods should be sold in advance than that the other lines mentioned should be, for canned goods must be packed and prepared in season, usually a very brief season, and heavy preparations must be made to do so. They cannot be manufactured all the year through, as can goods that are not made of perishable materials, and packers are justified in demanding of dealers and the public that they buy their products in advance and help thereby distribute the financial burden or otherwise pay a very much higher price than now prevails as compensation for the added expense of carrying the goods.

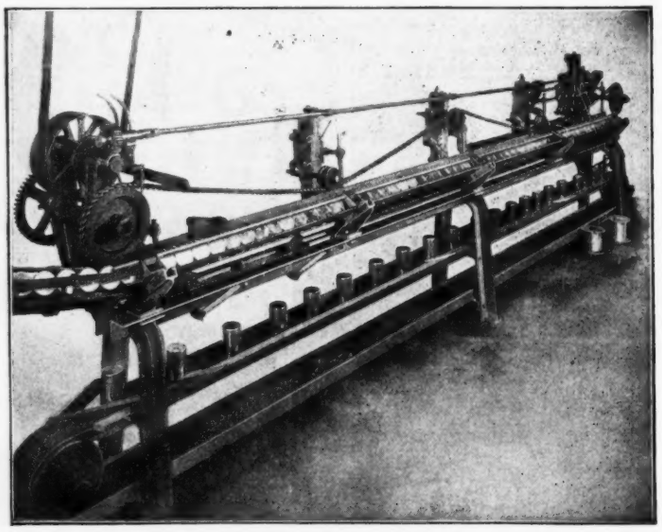
No harm need come to retail merchants through buying canned goods to be delivered when packed. By so doing they generally get the goods at a lower price and secure selectious of the choicest qualities, and are put in a position to in turn sell the goods to their larger buyers before they are received.

There need not be the slightest speculative tendency in this method of business. There is no reason why retailers should buy more canned goods for future delivery than are sufficient for their reasonable requirements or why they should burden themselves with surplus stock bought for speculation and not for their legitimate and actual needs.

If the abuse or the practice of *speculative* buying of future canned goods should be criticised, all would say Amen, but that is an abuse which is incident to all merchandising and not alone to the buying of future canned goods.

I maintain that the great "food preservative industry" of hermetically sealing and preserving canned fresh foods cannot now at its present condition of enormous development be conducted at all unless the product is contracted for in advance and sold for future delivery. It is an industry of such impoatance that the very existence of the people has come to depend upon it. The farmers and gardeners must be contracted with in advance, the cans, cases and labels must be made in advance and the labor must be engaged months ahead. Cash must be paid for all these essentials of the industry, and if, in addition, the canners are to be compelled to assume all the risk of carrying the stock and selling it after it is packed; then consumers and dealers must consent to pay about 25% more for the goods than now, as the loss of storage, interest and other carrying charges would compel the packer to protect himself by higher prices. WRANGLER.

ONE OF THE "STEWART" MONEY SAVERS FOR CAN MANUFACTURERS.



End Seam Soldering Machine.

PATENTED.

In general appearance this End Seam Soldering Machine resembles the old familiar Chain Floater, but its action is entirely different. No Solder Bath used. Instead of applying a surplus of solder to the seams, sides and bottoms and removing a part of the surplus amount with brushes and wipers, this machine applies the exact quantity and in the exact place to make a firm solid seam. No wiping is, therefore, required. There is no accumulation of scrap solder on the floor. No expense of re-melting; no loss by oxidation.

The melting of the solder is done by pre-heating the cans which pass under the fire before reaching the solder feeding units. The heat is applied to the cans gradually. The seams are always heated clear through when the solder is applied. The cans are thoroughly sweated. There is no danger of the solder being merely spread over the opening of the seam and producing a can which might pass the tester, but fail to stand processing or develop a leak in the warehouse or the market. The solder being applied where it is needed and only in such quantities, much less solder is, therefore, used than on any style of floater equipped with bath and other devices.

We solicit your inquiries and will gladly furnish additional data.

STILES-MORSE COMPANY,

138 JACKSON BLVD., CHICAGO, ILL., U. S. A.

IN WRITING ADVERTISERS, KINDLY MENTION THE TRADE.

Board of Scientific Experts Meets.

Catsup and condiment manufacturers will be glad to learn that the eminent body of scientists, headed by Dr. Ira Remsen, President of Johns Hopkins University, appointed by President Roosevelt to determine the effect of various preservatives upon the human system, began their labors this week. Of chief interest, of course, is the fate of Benzoate of Sodium as used in catsup, preserves, etc. Although the Board met in Washington on Wednesday of this week, it cannot be expected to have accomplished anything as yet, and probably will not be able to do so for some time.

Viewed in prospect, a leading daily commercial paper—"The New York Commercial, speaks of the meeting in this way:

"It is expected that the meeting next week will be of a merely preliminary character, chiefly for the purpose of effecting a permanent organization and determining upon a course of action in regard to the several cases which are now in dispute. Perhaps the greatest interest in the work of this commission is felt in California and New York. In California a number of disputes have arisen in regard to the application of the food and drug act, the interests engaged in the dried fruit industry being among those who think they have the greatest grievance against the administration in charge of the enforcement of the law.

"The use of sulphur in the preparation of dried fruits is a matter which has been in controversy for a long time, the manufacturers declaring that the literal application of the law has operated to the great damage of their business. Temporary relief has been afforded by the assurance of Secretary of Agriculture Wilson that the application of the law, as far as sulphur is concerned, will not be insisted upon until after this year's crop is disposed of. This is only a temporary measure of relief, and the question will be as acute as ever next year, unless something is done in the meantime through the advice of the special commission or other competent authority.

"The manufacturers of dried fruits feel that the pure food law as it stands at present, or at least as the Department of Agriculture has proposed to construe it, simply does not fit the conditions surrounding their industry. They declare that the use of sulphur should be permitted in sufficient quantities to preserve the color of their product and that such use will have no result deleterious to the health of the consumer.

"They propose to practice no harmful deception, unless it be considered a deception to maintain the color and keeping qualities of their fruit by legitimate and non-injurious means.

"In the State of New York are located some of the largest manufacturers of catsup and fruit condiments to be found anywhere in the country. It so happens that Representative James S. Sherman is personally interested in some of these factories, and it was largely through his influence and that of some members of the California delegation of Congress that the President was led to appoint the special commission composed of some of the leading chemists in the United States. Manufacturers of catsup feel that they are hit harder than almost anvbody else by the terms of the pure food law and the constructions which have been placed upon it by Dr. Wiley, chief of the Bureau of Chemistry, and the board of pure food experts in the Department of Agriculture. Some of them have gone so far as to say that their business will be practically wiped out of existence by the enforcement of these constructions. The inhibition of the use of benzoate of soda is particularly complained of. The matters in controversy are to be passed upon by the new commission of experts acting in an advisory capacity, and on account of the large material interests involved, the economic importance of the result of their deliberations is enormous.

The commission may decide at its first meeting to hold sub sequent sessions elsewhere in Washington. This point has not been determined upon, but it is not unlikely that the commission will decide to give hearings in California and in New York and possibly in other States.

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CANNING MACHINERY

All in good condition

1-45 H. P. Boiler, horizontal, tubelar returned, complete except whistle and injector.....$150.00
1-6 H. P. Engine, verticle, excellant condition 55.00
1 Coxe's 12 Steel Hand Capping Machine with 30 trays and 30 rollers and bearings..... 95.00
1 Stevenson Power Tomatoe Filler, for 2 and 3 lb. cans, in good condition..... 50.00
1 Ayar's Topper and Wiping Machine, complete 60.00
1-3 Bbl. Gas Machine with blower and countershaft, good as new..... 45.00
1. Cyclone pulp machine, rebuilt..... 35.00
Also 200,000 2 lb. Tomato Labels, old established brand, price 30c per thousand. Samples sent upon request.....

A part of this machinery only used one season, and the balance three short seasons. All good as new.

NALLS BROS. CO.

ROANOKE, - - - - - - VA.

Parcels Post in Argentina.

The Statistical Annuary of the city of Buenos Ayres furnishes the following facts in regard to the growth of the foreign parcels post service in the Argentine capital:

Packages received via foreign parcels post in 1906 amounted to 138,818, against 113,849 in 1905, 87,878 in 1904, 55,200 in 1903, and 42,892 in 1902. In 1906 France sent 48,063 packages, Germany 30.734, Italy 25,524, Switzerland 13,927, and Great Britain 11,858, while none were received from the United States. The outgoing parcels-post trade has also grown, the number of packages increasing from 8,688 in 1902 to 21,714 in 1906. The United States received 217 of these in the year last named.

The Buenos Ayres post-office in 1906 handled 114,721,527 letters, 86,042,134 printings, 2,822,997 post cards, 265,290 samples, and 1,145,508 packets.

H & M

Thermometers,
Pea Blancher Regulators,
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Process Kettle Regulators.

Write Us For Information and Prices.

The Hohmann & Maurer Mfg. Co.

ROCHESTER, N. Y.

CALIFORNIA MARKET.

Market Conditions—Outlook on Spot and Future Goods—News Interests of the West—Reported by Special Correspondent.

SAN FRANCISCO, March 21, 1908.

Splendid growing weather continues in all parts of the fruit growing districts of the Coast. We have had the most remarkable March weather noted in years—many days having been closely akin to summer.

The danger of frost hangs over the splendid prospects like a dark cloud. If our orchards do not suffer from such a drop in temperature, it is believed that one of the best crops of California fruits that we have ever had, will be harvested.

So far as spot stocks are concerned, their quantity is limited —not only in this territory but throughout the country so far as I am able to learn. There is nothing doing in future orders, but the delayed interests in such transactions must come to the front before very long. All factors seem to play a waiting game and until someone makes a move to start the ball rolling, the present stagnant conditions will rule. Two of our local canners are quoted by a local trade publication as follows:

"Code-Portwood Company, fruit and vegetable canners at Fruitvale, report that as far as their advices go the present outlook is for a good crop of fruits. They look for a large increase of all kinds over that of 1907, provided of course there are no unfavorable climatic changes. In this State we are not safe against frost until in April, so that until danger from frosts and heavy rains coming during flowering are past the crop is not safe to count on.

"Hunt Brothers Company with canneries in Alameda, Santa Clara and Butte Counties, say that present indications are favorable for a good crop of fruits this year. The apricot trees are in full bloom and without rains, soon there ought to be a good setting, which will insure a larger crop of apricots than for several seasons, provided of course there are no heavy frosts at the wrong time. The outlook for cherries is also of a very promising character. So far as can be learned there are no buyers in the field for fruits. It seems they are willing to wait until market conditions are better known."

C. H. Bentley of the sales department of the California Fruit Canners' Association who has just returned from an extended trip to the leading trade centers east of the Rocky Mountains, in an interview said:

"The trade conditions on California lines throughout the East are more promising than they have been for some time. I had occasion to visit the largest markets and believe that as far as the distibution is proceeding very heavily, we certainly have reason to expect that wholesale buyers will have to replenish their stocks shortly. In practically all the largest markets, grocer buyers reported a heavier business in January and February, 1908, than they had enjoyed in the corresponding period of 1907. Of course there was a shrinkage in the fall months of 1907 in many cases and the extraordinary showing of January and February, 1908, is to be accounted for from this fact.

"As a rule canned fruits are in good demand; stocks are not heavy, there is no question but what they will be generally cleared up before new pack is offered."

Best informed parties place this year's asparagus crop at fully double that of 1907, with the quality averaging better, owing to more three to five year plants being available for cutting. It is

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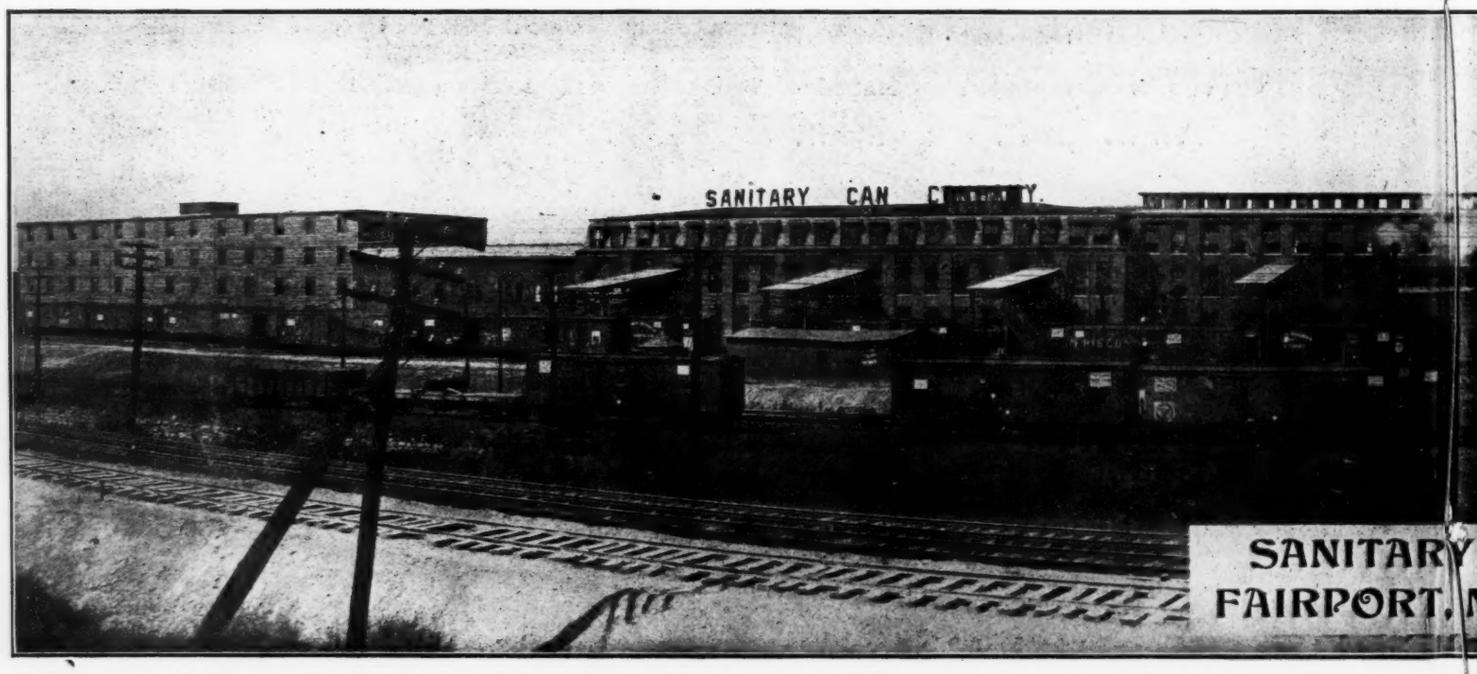

SANITARY CAN CO., Fairport, N. Y.

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BRIDGETON, N. J.

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Loading Annex
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Machine Shop
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Entire Length of Buildings on New York
Floor Space
Trackage Facilities
Capacity
Employees
Sprinkler System, Private Te

IN WRITING ADVERTISERS, KINDLY MENTION THE TRADE.

the cuttings from these plants that are considered the best and average a better price.

It is expected that canners will start up on asparagus by the first of April, if present favorable growing weather continues. So far no reputable canner has made any contracts with growers. The opinion is that with a crop fully twice as large as that of 1907, and the canned goods market not in any too good shape, low prices will rule.

"CALIFORNIAN."

Label Trade-Marks Registered.

The following trade-marks have been favorably passed upon by the United States Patent Office. Inquiries regarding these should be addressed to Joseph M. Bowyer, Patent Lawyer, 1110 F Street, N. W., Washington, D. C.

SERIAL NO.

30,126. The word, Idlewild. Owned by Crocker Grocery Co., Wilkesbarre, Pa. Used on canned fruits and vegetables, dried fruits and spices.

30,277. The words, "American" Evaporator. Owned by The B. L. Ryder Co., Chambersburg, Pa. Used on evaporators for fruits and vegetables.

30,985. The word, Highwood. Owned by George Liss & Co-, New York. Used on maple syrup.

30,986. The word, Highwood. Owner same as No. 30,985. Used on canned salmon.

30,987. The word, Highwood. Owner same as No. 30,985. Used on canned fruits and vegetables, spices, extracts, mincemeat and jelly powder.

31,795. The words, Rubicon Brand. Owned by Griffith-Durney Co., San Francisco, Cal. Used on canned salmon.

32,055. The word, Eagle. design, an eagle. Owned by Alexander McWillie, Detroit, Mich. Used on peanut butter.

32,393. The word, Crystalsea. Owned by Edwin Shivell, Boston, Mass. Used on sardines, salmon and herrings.

32,462. The words, San Bernardo. Owned by Griffith-Durney Co., San Francisco, Cal. Used on canned fruits and vegetables.

32,469. The words, The Chase; design, a woman mounted riding to hounds. Owned by E. M. Chase Co., Nebraska City, Neb. Used on flavoring extracts for foods.

32,756 The words, Bright Red. Owned by Ragon Brothers, Evansville, Ind. Used on canned tomatoes.

South American Cannery.

Chilian Capitalist Proposes to Establish New Industry at Home.

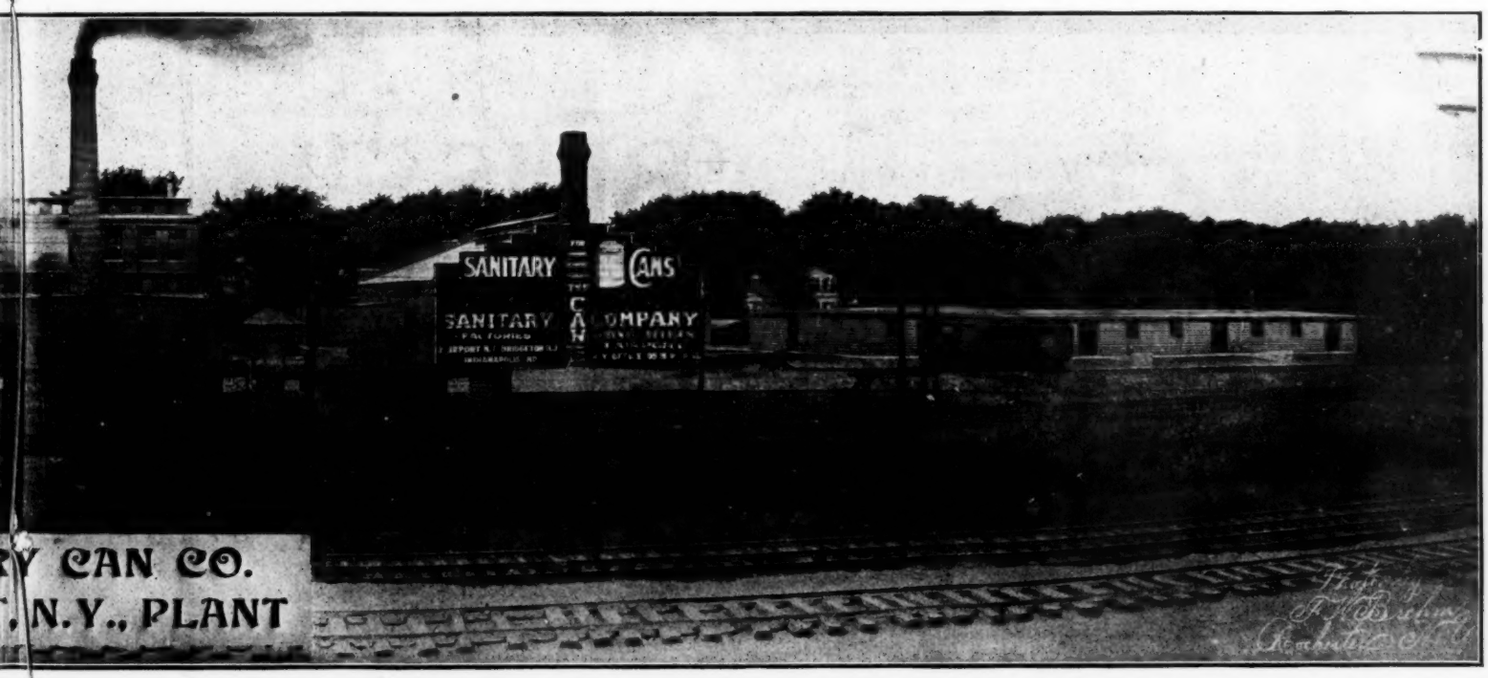
Arturo Diaz Garces, scion of one of the wealthiest families of Chili, has spent the past thirteen months in the Santa Clara Valley studying the canning industry in all its details as preparation for the establishment in his own country of a cannery to handle the fruit from his own orchard. He has just returned to Chili after having purchased in Scn Francisco machinery for a complete modern cannery. In an interview with a representative of the San Jose *Mercury*, just previous to his departure, Mr. Garces is reported as saying:

"I believe that my little cannery will be the nucleus of hundreds of similar ones throughout South America, to the great profit of the American manufacturers. And, by the way, there is no import duty on machinery in Chili; on the contrary, the government pays a premium to those who are enterprising enough to bring improved machines into the country.

"My brothers and myself own a 3,000-acre orchard about two miles from Santiago, nearly all under cultivation, and our own fruit will keep us busy most of the season. However, if we must purchase from other growers, we can buy apricots for an average of $22 a ton, peaches for $33 a ton and pears for $40 a ton. The fruit retails at about 40c. to 50c. a can, Chilian money. So you can readily see the enormous possibilities that are open to us."

Error Insurance.—Have A copy of a Complete Course in Canning always at hand. **Price $5.00.**

ANT IN AMERICA



BUILDINGS	CONSTRUCTION
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20 x 80	Frame
50 x 285	Brick
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60 x 80	Brick
50 x 115	Cement Blocks
60 x 180	Cement Blocks
York Central R. R.	900 feet
	3½ Acres
	40 Cars
	400,000 Cans per day
	425
te Telephone Exchange, etc.	

New York Office, 105 HUDSON ST.

General Offices, FAIRPORT N. Y.

IN WRITING ADVERTISERS, KINDLY MENTION THE TRADE.

The Corn Root-Worms.

By H. Garman, Entomologist and Botanist, Kentucky Agricultural Experiment Station.

In 1905 corn fell badly in Kentucky because of windstorms helped by the injuries of a root-worm, the young of a spotted beetle described by me in the annual report of this Station for 1889 and in the entomological journal "Psyche." This worm is generally known as the Southern Corn Root-Worm (DIABROTICA 12-PUNCTATA), and was treated by me under the title of Corn Root-Worm of Kentucky. It is practically the only insect of its genus attacking the roots of corn in the State.

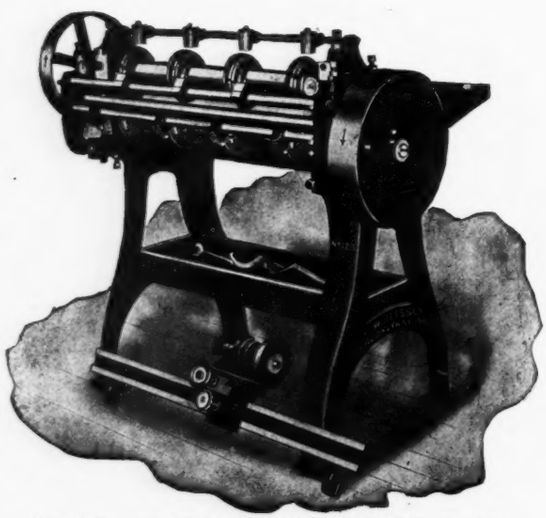
In the articles mentioned, an account of the habits and life-history of the beetle were given as far as they were then known to me. It was inferred from the fact that the worms were found at the roots of the late-planted corn in December, and that adults emerged just as winter came on and were again abroad as soon as the winter was past, that the mature beetle hibernates and that the eggs are not, like those of the Northern species, left in the soil in cornfields during the winter months. This conclusion was strengthened by the observation that some of the worst injured corn was on land that had the preceding season been in oats or tobacco.

With a single-brooded species like the Northern D. LONGICORNIS to deal with, knowing that its eggs are always left in cornfields and that the adults die in the fall, it is plain that one can avoid injury by planting this crop on land that has not recently been in corn. This suggestion we owe to Prof. S. A. Forbes, of Illinois, who years ago made a careful study of the Northern Root-Worm. But our Kentucky Corn Root-Worm is not single-brooded, does not pass the winter as an egg so far as we know; consequently rotation will have no such satisfactory effect in checking its injuries.

While the above conclusion seemed justified by the facts gathered by me in 1889 and 1890, yet the evidence as to the manner of spending the winter was not completely satisfactory. We were not then provided with conveniences for keeping insects alive over winter under conditions approximating those prevailing out of doors. In the fall of 1906, the insect was taken up again, and large numbers were discovered by sweeping with an insect net, to be feeding on alfalfa and red clover, where they were followed until severe cold in December compelled them to retreat into winter quarters, probably into crevices in soil, as is the case with the related striped cucumber beetle. Examples had been confined on young alfalfa growing in a bench in the Vivarium of the Division, where the conditions could be kept very close to those out of doors. These beetles remained alive over winter and are now actively feeding. On March 15, 1907, the first really warm spring day, search was made among alfalfa in which the beetles had been abundant the preceding fall, and a living beetle was found there, thus proving that they had endured the winter weather out of doors. At this date farmers had done no spring plowing, and it was not until more than a week later that people began gardening. No one was then thinking of planting corn. Adult beetles were found abroad January 15, 1890, and have now been collected every month in the year, except February.

We have thus secured satisfactory evidence that the beetle lives through the winter. Being active with both wings and legs, it is free to choose a place to deposit its eggs when the proper time for egg-laying arrives in April and May.

That the Northern Corn Root-Worm does little harm to corn in Kentucky is shown by its distribution. It is an insect of the Northwest, and has a rather restricted distribution. Professor Forbes, of Illinois, asserts in a recent publication that it does no harm as a root-worm except in the north two-thirds of that State. Prof. G. M. Bentley does not know of its occurrence in Tennessee. Prof. Glenn W. Herrick, of Mississippi,



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"Presses for every Purpose."

Our Presses and Machinery represent the best that years of study and experience combined with superior quality of material and workmanship can produce.

We build complete up-to-date equipments for the manufacture of Sanitary cans and tin packages of all descriptions. We solicit correspondence and will be pleased to furnish estimates on receipt of samples or full information.

E. W. BLISS COMPANY,

25 ADAMS ST., BROOKLYN, N. Y. *Owners of The Stiles & Parker Press Co.*

IN WRITING ADVERTISERS, KINDLY MENTION THE TRADE.

states that it is not an injurious insect in his State; he has not even observed it there, though a specimen of the beetle is in the Station collection. Professor Conradi has not collected the insect in Texas. Prof. C. F. Adams, of Fayettdville, Ark., stated in a letter written December 8 that he had received specimens from the northeastern part of the State. Prof. J. M. Steadman writes that both the Northern and Southern Root-Worms occur in Missouri.

In Kentucky the Northern insect is certainly very rare. The adult beetle has been observed to my knowledge along the Ohio River in the western part of the State on two occasions, once at Paducah and again at Owensboro (August 8, 1899), where it was reported to be eating the silks of corn.

When insects, such as the Kentucky Corn Root-Worm, become troublesome, in the absence of a knowledge of habits and life-history, it is well on general principles to resort to rotation as a means of avoiding injury. The facts given above show that complete immunity will not be secured in Kentucky by this practice. but it is worth trying. The avoidance of land furnishing pasturage for the adult beetles in late fall and early spring is to be strongly recommended from what we know of the winter history of the insect. The adults are ravenous feeders, and our observations show that they gather together in large numbers in late fall on succulent growths of clover and alfalfa, where they are abroad again as soon as severe cold weather is past. They are thus likely to do most of their damage to early corn in the vicinity of land furnishing such pasturage. The application of insecticides to the food plants during the summer months is impracticable on any large scale, because of the great variety of plants fed upon and the wandering habits of the beetles. A more complete study of the summer broods may afford a clue to other treatment, but at present the planting of corn at a distance from the winter resorts of the beetles seems to me the practical best-calculated to lessen the injuries.

Sulphur for 1908.

California Fruit Packers Assured No Interference Will Be Made.

The doubts of the California fruit packers as regards the disposition of the Agricultural Department toward sulphured goods of the 1908 pack have been set at ease by a letter from Secretary Wilson to Congressman Needham, who, with Hayes and Smith, of the California delegation, has been most active in protecting the interests of the fruit growers, that "no decision adverse to the use of sulphur will be promulgated so as to affect the curing or marketing of the 1908 crop." The letter was in direct answer to an appeal made by Needham, who, with A. R. Briggs, of the State Board of Trade, and W. H. Brailsford, representing the fruit growers, had called on him. Briggs will stay in Washington until March 25, when the Referee Board will meet and extend to it an invitation to visit California.

Mr. Briggs has confirmed the decision by the following wire to his Coast colleagues:

"Successful; have secured officially signed declaration from Secretary Wilson, of the Agricultural Department, that for fruit season of 1908 cured in accordance with ruling 89 there will be no Governmental interference either with curing or marketing of the crop; no matter what the finding of the Referee Board may be. Fruit growers of California can now proceed with their work with entire safety. Notify all members of committee. I will remain here until after Referee Board meets to organize on the 28th instant."

This puts the whole matter under the general operations of the pure food law without regard to the .035 of one per cent. sulphur, as far as the crop of 1908 is concerned, and lets the determination of the permissible amount of sulphur by the Referee Board become effective after 1908 as may be ordered.

This official declaration means millions to the fruit-drying industry of California and other States. "Caution should be had, however," says the State Board of Trade, "not to oversulphur in terms of general practice and thereby the general provisions of the pure food law."—*Exchange.*

POSITION WANTED—Vinegar maker and Pickle Man wants position. Practical man. Mashing, distilling, generators, White wine, grain or molasses. Cider, salting and processing, pickles, sauces, catsups, etc.
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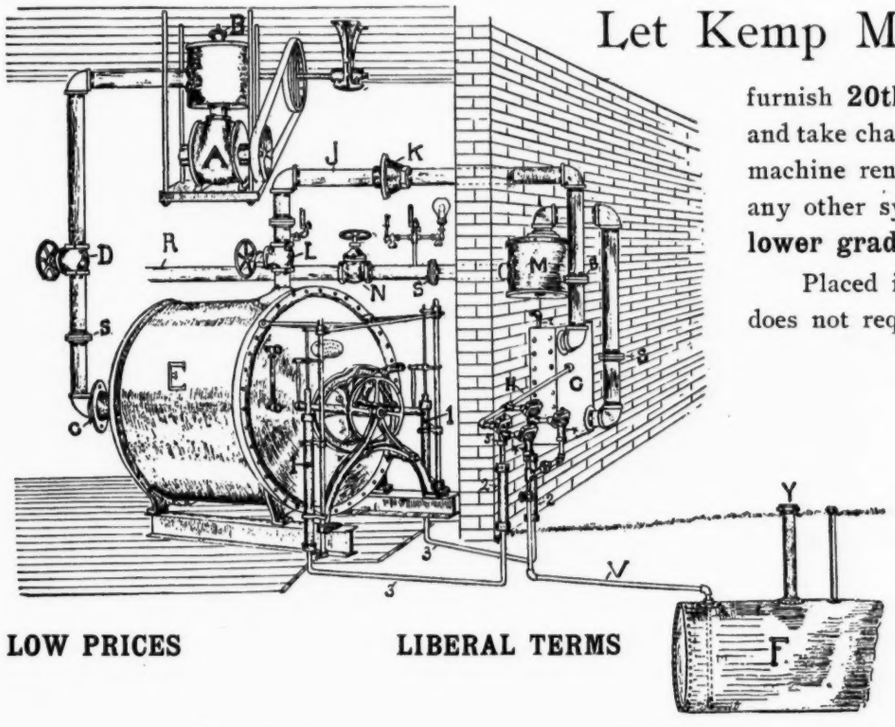

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THE TRADE.

PUBLISHED EVERY FRIDAY BY

THE TRADE COMPANY.

INCORPORATED.

E. S. JUDGE, - - - - - - President and Managing Editor.
A. F. JUDGE, - - - - - - Secty.-Treas., Asst. Editor.

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THE TRADE is the *only* paper published exclusively in the interest of the *Canned Goods Packers* of the United States and Canada. Established in 1878.

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Notices of *Hands Wanted* or *Situations Wanted* will be inserted free for paid annual subscribers; other parties will be charged $2.00 per inch per insertion, $5.00 per month.

Packers are invited and requested to use the columns of THE TRADE for inquiries and discussions on all matters among themselves pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. E. S. JUDGE, Managing Editor.

Entered at the Postoffice, Baltimore, Md., as second-class mail matter.

BALTIMORE, FRIDAY, MARCH 27, 1908.

EDITORIAL JOTTINGS.

The jury in the famous Benzoate case has taken charge and the outcome, the verdict, guilty or not guilty, is awaited by the catsup men with keen interest, to say the least.

We heard one complaint, after the recent Convention at Cincinnati, that Dr. Wiley did not give the audience any information on the important question of Benzoate. He did not for the best reason in the world; the canned goods packers assembled there, or anywhere else, are not interested.

In this respect we could wish the eminent board of scientists, now sitting in Washington—and benzoate advocates hope it will not "sit" on that preservative—would notify the world in some manner that canned goods packers never use a preservative of any kind; and so put an end to the unjust criticism of this excellent class of foods.

Many of our readers will say the world does not need any such admonition, and we are inclined to agree with them; but if we take some of our "leading" daily papers as a criterion, the world does, very badly, need some such sage advice. But it is possible some of these papers would not be impressed even by such high authority as this.

There are some actions taken by old, experienced canned goods packers that "surpasseth understanding." Two such came to our notice this week. The first was the case of a well known, and long established house, packing a lot of goods for a jobber, under a brand famous for its poorness of quality, and the packer insisting upon placing his name on the goods. We confess we cannot understand it, from a sound business sense point of view; how any reputable canning firm could consent to have its name coupled with, or rather standing as, the packer of such goods. Usually business men strive to build up a good name, and keep it untarnished.

The other instance came from a section where such an action as the above is not generally believed possible—California, and relates to that State's most famous of canned products—peaches.

In conversation with one of the leading retail grocers of the country having a large number of the finest retail grocery stores in the largest cities, we learned of a lot of peaches shipped from California to New York and rejected as not up to contract by any means. In the first place, the delivery was several months late; but this would have been overlooked so eager were the purchasers for the goods. But when the cans were cut, it was seen that instead of containing from 6 to 8 halves of solid fruit, with heavy syrup—as the fruit was supposed to be the highest quality, heavy syrup fruit—the cans contained from 12 to 15 pieces, and in one can 18 pieces of very poor fruit and the syrup was decidedly low grade. The entire order, of course, was refused, and we were informed was later sold by the shippers as seconds.

This, of course, is not a new story, nor the first time it has happened in the history of the canning industry; but it is the shortsighted business policy that will permit such a thing, that appeals to us. Why will the canned goods packer attempt such tricks, when he should know they invariably lead to loss of prestige and good name? Of course, we know why they do it; because they hoped in the cleaned-up condition of the peach market and the urgent desire for peaches of any kind, the buyer would everlook the matter and accept them. In this respect we are really fortunate in having such reliable firms as this retailer, with backbone enough to refuse to take them and palm them off on his customers. He knew they were not right and he refused to trick his customers, and we commend him for it.

Canned goods packers generally recognize that the world is very attentive to their good, and from the nature of them feels more keenly any imposition in quality or fill of the cans than it would on almost any other article. There is no possible way to tell that the goods are not all they are represented to be, until the cans are cut, and then if the housewife has to return them to the store, the fact that she may receive her money back does not smooth over her feelings; on the contrary, it leaves a bad impression, always hurtful to canned goods not only of that particular brand, but of all brands. As we say, the industry is awakening more and more to this, but as the very life of the industry depends upon it, it should never be overlooked for an instant. And we hope the jobbers and the retailers will form a barrier to prevent such goods reaching the people. We hope they will be most severe in this and not hesitate to show up every such transaction. We know we voice the sentiment of the majority of the industry when we say the great bulk of the canners themselves will help drive out all packers who seek to swindle their patrons.

Only last week we were talking with Mr. Willard Rouse, known throughout the entire industry, and an authority on the snbject, and he expressed the opinion that in tomatoes in particula, "seconds" should never be packed. And he explained that often seconds were packed with so few tomatoes in them, the rest being water, that when cooked the housewife rightly complained that it took too many cans to serve one meal.

The argument of slack filled cans comes in here also, but with the seconds tomatoes it would be argued the cans were filled, even if it were water. It is the injustice in the matter, and the

resultant harm to the entire canned goods business that should compel canners to be honest; or they will find the people deserting their goods, and at no time to such an extent as when business is slack and money scarce. A word to the wise should be sufficient.

Canning Items.

New Firms, Changes, Incorporations, Fires, Improvements, Items of Interest.

Vermillion, S. D.—The Vermillion Canning Factory, after an experience of only one year, has found it necessary to enlarge its plant in order to accommodate its increasing business.

Shelbyville, Ind.—The Shelbyville Canning Co. is meeting with good success in obtaining acreage in Shelby county among the farmers for the cultivation of peas and tomatoes, and the pack for the coming season promises to be large. Already 800 acres of peas have been contracted for and 400 acres of tomatoes. Many acres of sugar corn will be obtained later.

Winchester, Ind.—The stockholders of the canning factory of Saratoga have elected officers for the ensuing season as follows: Chas. Spitler, president; S. R. Jackson, vice-president; Thos. W. Johnston, treasurer, and J. Warren, secretary and general manager. Other stockholders are Curys Bousman, John W. Shierling, Curt Shierling and Thos. Henry Clark. A number of contracts for acres of corn and tomatoes have been closed with the farmers of the neighborhood and the season promises to be a successful one.

Fremont, Neb.—The Fremont plant of the Atlantic Canning Company will be operated again next season as usual. Charles Cuykendall, manager of it, arrived in the city from New York and will be at the office from now on to contract for the season's product. The factory expects a big product and will take as big an acreage as it can get.

Liverpool, N. Y.—An involuntary petition in bankruptcy against the Woerner Preserving and Packing Company was filed recently, we are informed, in the United States Court at Utica. Attorney W. B. Crowley, of that city, was appointed receiver for the company. Local creditors of the concern were the petitioners. The company has a plant and farm at Liverpool and a plant at Minoa. It has liabilities, it is alleged, of $45,000 and assets of $30,000. The company was incorporated five years ago with a capital stock of $100,000.

Fremont, O.—The plant of the Gibsonburg Canning Company was sold recently trustees named by the stockholders to L. C. Taylor. The sale was forced by trouble among the stockholders. It is probable the plant will resume.

Avondale, Pa.—The Tin Plate Plant of the Alcania Company at Avondale, Pa., which contains three hot mills, and has been idle for about two years, was put in operation on March 16.

Castle Rock, Wash.—At an enthusiastic meeting of the farmers and citizens of this vicinity, the Castle Rock Fruit Growers Association was formed to establish a fruit cannery here. The capital was fixed at $10,000, and a committee was appointed to solicit and sell stock in the concern. It is hoped to have a building erected and machinery installed in time to

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IN WRITING ADVERTISERS. KINDLY MENTION THE TRADE.

care for the early fruits, such as berries and cherries, which grow in such abundance in this region. W. O. Hemlow, an experienced canneryman, is here aiding the projectors by his counsel and advice, says our informant.

Kent, Wash.—We have a report from Seattle that Kent proposes to have a vegetable and fruit cannery this spring, with a good working capacity for fruits mainly.

INCORPORATED.

Vancouver, B. C.—The Thompson Valley Canning Company, Limited, incorporated, with a capital $15,000, divided into 3,000 shares of $5 each.

Campbell, Cal.—The J. C. Ainsley Packing Company filed articles of incorporation in the county clerk's office recently. The principal place of business is Campbell. The corporation is capitalized at $100,000, of which $80,000 has been subscribed as follows: J. C. Ainsley, $79,600; A. M. Ainsley, $100; W. S. Shelly, $100; E. Swope, $100, and J. F. Duncan, $100.

New York, N. Y.—A. Moses & Sons Co., New York; incorporated; location, Chicago, Ill.; capital in Illinois, $7,000.

Glenwood, Wis.—Montanyne Co., Glenwood, Wis., incorporated; capital, $10,000; location, Chicago, Ill.; capital in Illinois, $10,000.

Portland, Me.—Wisconsin Pea Co., Portland, Me., incorporated; capital, $1,350,000; location in Illinois; capital in Chicago, Illinois, $100,000.

Lewiston, Idaho.—The Snake River Canning Company has been incorporated in Clarkston, Wash., for the purpose of erecting a fruit cannery. The capital is $15,000, and the incorporators J. Wallace Cook and Frederick W. Sharp. It is the plan to have the cannery in operation by June 1.

Machias, Me.—Atlantic Canning Co., Machias, Me., incorporated; capital, $50,000; President, E. G. White: treasurer, G. B. Boynton, Machias.

Jackson, Tenn.—The Jackson Canning Co., incorporated; capital, $15,000, in shares of $100 each; to operate canning factory for fruits, vegetables, etc.; to make pickles, sauces and relishes and to conduct the manufacture and sale of canned goods and the by-products incidental to same. It is understood that the new company is to operate entirely separate from the one recently completed.

Opening prices made in 1909 pack of Belgian and French peas show an advance of 5 to 10% on those made a year ago on the best grades.

According to an estimate made by F. F. Stetson & Co., of Los Angeles, there are probably less than five carloads of canned fruits left in the hands of independent canners in Southern California, including peaches, pears, apricots and plums.

Among the new canning concerns recently organized are the Ridgeland Canning Co., of Ridgeland, Miss., with $10,000 capital; the Yellow Springs Canning Co., of Yellow Springs, O , with $20,000 capital, and the Plymouth Canning Co., of Plymouth, capitalized at $40,000.

What You Should Know About "SOLDER"

Our Mr. F. W. Schultz who has devoted his entire life to the manufacture and use of Solder has just prepared a valuable book on the subject Solder, which will open the eyes of all who read and study it, and we are prepared to offer same to every canner for $1.25 per copy, which only covers the cost of printing and binding.

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This book contains many tables of weights, lengths, melting points, bursting strain, etc. of Solder, never heretofore made public.

You cannot afford to let this opportunity pass so send in your order today, to

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A COMPETENT, PRACTICAL CANNER, with full knowledge of up-to-date methods, wishes to join a large Southern peach grower in establishing a Cannery or with a Canner who wants to increase; will invest and manage. PEACH CANNER,
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One 15 h. p. Marine fire box boiler.
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One 66 in.x16 ft. Horz tubular boiler, complete.
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Two 54x16 Horz tubular boilers, complete.
One 42x14 Horz tubular boiler, complete.
One 60x7 ft. High pressure tank.
One 36x6 Vertical boiler.

2-21-tf. PAGE BOILER CO., 14 to 18 Larrabee St., Chicago, Ill.

CANNING FACTORY PLANT FOR SALE.

Owing to the death of one of the partners, settlement of the estate requires that the plant of the New Blue Grass Canning Co., of this city be sold, and we hereby offer same for sale, on the premises at 2.30 o'clock, Wednesday, April 1, 1908, Owensboro, Ky.

The plant consist of about four acres of real estate, with modern, well equipped factory, having a capacity of 50,000 cans per day, with modern machinery for canning Tomatoes, Pumpkins, Corn, Peas, Pulp Catsup, Fruits and other like products. Have large warehouse facilities. and railroad switch. Has City Sewer and Water Works connection and Electric lights. The improvements are in good condition, about $3000.00 having been spent last season for repairs.

About $4000.00 worth of staple supplies will be offered at sale of factory.

Owensboro is a city of about 20,000 people located in the centre of a rich farming section, well adapted to the raising of canning factory products, Good acreage can be secured at reasonable prices.

Shipping facilities, 3 railroads and the Ohio River.

The plants operation netted a handsome profit last year.

The business has been established 13 years, and with the factory will go the brands, name, *good will*, and the *reputation* of the famous "Blue Grass" canned goods.

This is a bargain for the purchaser. Will be glad to show the plant to prospective purchasers. Terms: ¼ cash; ¼ Jan. 1, 1909; ¼ Jan. 1, 1910; ¼ Jan. 1, 1911; deferred payments 6% notes, with approved security and lien retainment on the plant.

For further particulars, address the
NEW BLUE GRASS CANNING CO.
3-20-2t Owensboro, Ky.

FOR SALE AT A BARGAIN.

A small tin can manufacturing plant, with plenty of business offered to keep plant running continuously. Satisfactory reasons for selling. Address,
HOUSTON CAN MFG. CO.
3-20-tf Houston, Texas.

FOR SALE.

Baker Grasshopper Tomato Scalder, $150.00. Conant Corn-Cooker Filler with attachments, $150.00. Sprague Corn Cutter 1888, and Morral Cutter, each $50.00. Moore & Bristol Tomato Filler, $35.00.

All have been in use from one to two months, good as new.
3-20-1m Address, "BENN TOWNLEY," Waterloo, N. Y.

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1—Invincible String Bean Grader.
1—Lewis String Bean Cutter.
1—Baldauf Can Filler.
1—Monitor Can Filler.

2-28-1m MERRELL-SOULE CO., Syracuse, N. Y.

FOR SALE.

Several hundred bushels each of the following varieties of Seed Corn: Country Gentleman, Early Evergreen and Acme Evergreen; high germination. For prices and samples, address BLOOMINGTON CANNING CO., Bloomington, Ill. tf

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1 35-HORSE-POWER UPRIGHT BOILER.
STEVENSON & CO.
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FOR SALE.

One National Steam Pump complete. Has been in use only one season and in first-class repair.
Address, PERCELLVILLE CANNING CO.,
3-6-1m Percellville, Va.

FOR SALE.

MERRILL & SOULE CORN SILKER	$40 00
STEPHENS TOMATO FILLER, Latest Style	30 00
BAKER DOUBLE DUMP SCALDER	45 00
CONANT SINGLE COOKER	100 00
1903 SPRAGUE CUTTER, used but little, about as good as new. Address FREDERICK, c/o THE TRADE.	30 00
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For small and medium size boats of the bread-winning kind, there is no power so reliable and economical as STEAM when of the modern easily operated "Fulton" type. These machinery outfits, ranging from 30 to 140 horsepower, are made especially for Oyster, Fish and small Commercial Vessels plying on salt water—they occupy but moderate space, possess splendid wearing qualities and are at all times dependable. Far more reliable than any gasoline engine and operating cost only a third as much. They are easily installed and being mechanically simpler than the four cycle gasoline engine, with its reverse gear, carburetor, valves and electrical equipment, they do not require as much skill to operate. Address
2-28-1m EDWARD M. FULTON, Station G, Baltimore, Md.

FOR SALE.

A Burt Labeler for No. 2½ cans, used 30 days. A-1 condition—Bought new. Best offer takes same.
Address, ATHENS,
2-28-1m Care of THE TRADE.

FOR SALE.

About four hundred bushels Fancy Country Gentlemen Seed Corn for sale at $5.50 per bushel, F. O. B. Warrensburg, Ill. This corn germinates eighty-six per cent.
2-28-tf Address, C. J. OFF, Peoria, Ill.

WANTED.

Competent Man as working overseer to grow one hundred acres tomatoes this season. Must understand all details and be able to get results from laborers. Address
"OVERSEER," care The Trade.

Fines Under Pure-Food Laws.

The State of Pennsylvania has long held the lead among all the States for its activity along pure-food lines and for the manner in which that State has enforced its laws. It is to be said to the credit of Pennsylvania that it has its food supply in splendid condition on this account.

Its chief Dairy and Food Commissioner, James Foust, has recently brought to light a feature of the law that seems strange, and which he desires to have changed. The *Philadelphia Inquirer* quotes Mr. Foust thus:

Harrisburg, ——.A radical defect in the Pennsylvania pure-food law will be called to the attention of the next Legislature by Dairy and Food Commissioner James Foust, who, in enforcing the law, has been confronted with the rather remarkable condition that, whereas the proceedings against a violator of this law are in the Common Pleas Courts, the fines must be collected by civil process.

PROCEEDINGS SHOULD BE SWIFT.

Commenting on this, Mr. Foust today said:

"It is the conviction of most persons that have given that matter any attention that every police regulation should provide for swift proceedings. Violation of the pure-food laws of the Commonwealth ought to be regarded everywhere as a misdemeanor, and trials should in every case be conducted in the Court of Quarter Sessions, in accordance with the forms of criminal law. A civil suit may be postponed time after time upon the most trivial excuse, so that it may drag its slow length through the courts for many years. And if it ever does terminate the chances are that the penalty will never be collected.

"The person who deliberately administers virulent poison to his neighbor is not tried in the Court of Common Pleas. His offense rises to the grade of a felony, and his trial is held in the Court of Oyer and Terminer. We do not contend that the vendor or manufacturer of impure food stuff should be compared with the slayer of his kind, but we do believe that he who injures the health of his fellows by the manufacture or sale of adulterated food is guilty of an offense which certainly rises to the grade of a misdemeanor. His trial should take place in the Court of Quarter Sessions, a verdict of guilty should be swiftly followed by a fine or imprisonment, or both.

NOT EASILY WORRIED.

"The manufacturer or vendor of adulterated or improper food does not see any new light, so long as his offense is without the jurisdiction of the criminal courts. An ordinary civil prosecution does not greatly worry him. He knows well that he can keep it from the jury for two or three years. In any event, a verdict will be found against him and the debt to the Commonwealth will be put on precisely the same basis as other debts. If any goods can be found the Commonwealth may evidently get the fine and cost, while nothing has been done to make food adulteration disreputable.

"Under all the circumstances it is the impression of those who have looked into the matter that Section 9 should be so amended as to provide for criminal proceedings against those who adulterate or poision the food of the people, as well as against those who sell such products."

Laws Relating to Woman and Child Labor and Factory Inspection.

Bulletin No. 73, of the Bureau of Labor of the Department of Commerce and Labor, just issued, gives in full the text of the laws which had been enacted up to the end of 1907 for the purpose of regulating the employment of women and children. Another article presents the laws relating to factory inspection and the health and safety of employes. These laws are annotated with brief references to such decisions of the courts as have been rendered in regard to the provisions of these laws during the short period they have been in effect.

The two classes of laws contained in this Bulletin are closely related, the increased employment of women and children in recent years having led to the enactment into law of many special provisions designed to safeguard the health and safety of employes. Both subjects are among those most often before the Legislatures of the various States, and legislative action from year to year gives evidence of the increasing demand on the part of the public for improved conditions in factory employment, especially as regards women and children.

All of the States and Territories have at various times enacted laws regulating the employment of women and children, and during 1907 28 of them added to or modified their laws relating to this subject.

Factory inspection and the health and safety of employes have been the subject of legislative action in 39 of the States and Territories. These include all these States in which manufacturing or mining employs any considerable number of persons. New laws touching upon this were put upon the statute-books in 14 States during the legislative session of 1907.

BE CAREFUL

This year to make no losses through errors or inexperience. You will have to figure carefully to come out ahead, and there is nothing that will help you so much in this way as

A Complete Course in Canning

As its name indicates it gives you every pointer you need in the packing house; and it costs but $5.00. It is the only book of its kind in existance. Send for it now.

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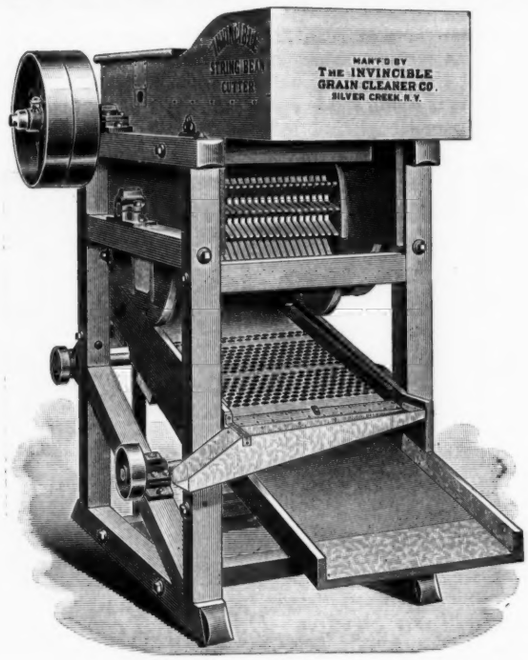
A good String Bean Cutter is a necessity, a poor one an annoyance



The INVINCIBLE String Bean Cutter is particularly noted for its good qualities. It has good capacity, cuts evenly, delivers you the cut beans free from tips or uncut beans and produces a high grade of goods for the can. . . . . .

We would be glad to furnish you a list of users and explain more fully. . . . . .

You can have the machine on trial under our guarantee of satisfaction that we make on all INVINCIBLES

THEN YOU WILL KNOW.

BETTER WRITE US NOW.

Invincible Grain Cleaner Company. **Silver Creek, N. Y.**

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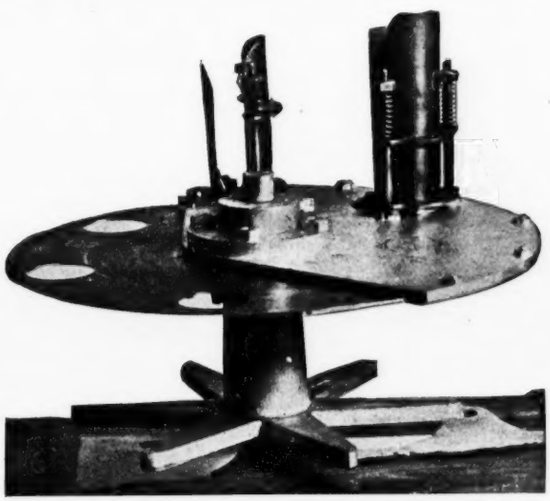
LITTLE GEM CAP PLACER



Never misses placing a cap, and never makes doubles. Feeds solder hemmed caps to any size cans. Will work with any continuous capper. Simple—easily operated, nothing to get out of order. Cheap in price. . . . . .

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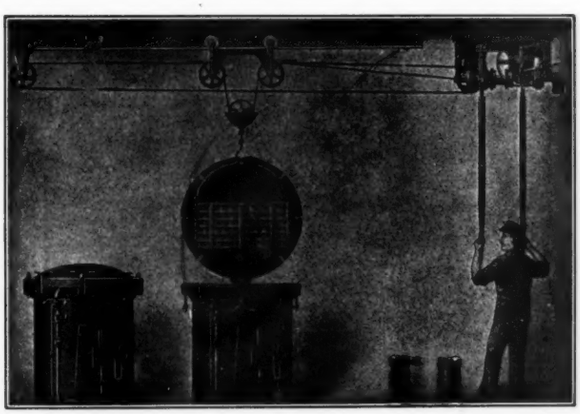
BEST HOIST EVER BUILT.



Friction Clutches Throughout.

Sure Limit Stops. Greatest Daily Capacity.

MOST DURABLE.

No Hard Work For Operator.

MANUFACTURED BY

BETHLEHEM FOUNDRY AND MACHINE COMPANY

SOUTH BETHLEHEM, PA.

We are Specialists in Hoisting Machinery.

IN WRITING ADVERTISERS, KINDLY MENTION THE TRADE.

AT THE THEATRES.—WEEK OF MARCH 30, '08.

FORD'S.
"ANNA HELD."
Matinees Monday, Wednesday and Saturday.

ALBAUGH'S
"TWO ORPHANS."
Matinees Thursday and Saturday.

AUDITORIUM.
"JUST OUT OF COLLEGE."
Matinees Monday, Tuesday, Friday and Saturday.

GAYETY.
"RICE & BARTON'S BIG GAYETY."
Matinees Daily.

MARYLAND.
"KEITH'S VAUDEVILLE."
Matinee Daily.

HOLLIDAY ST.
"UNCLE TOM'S CABIN."
Matinees Monday, Wednesday and Saturday.

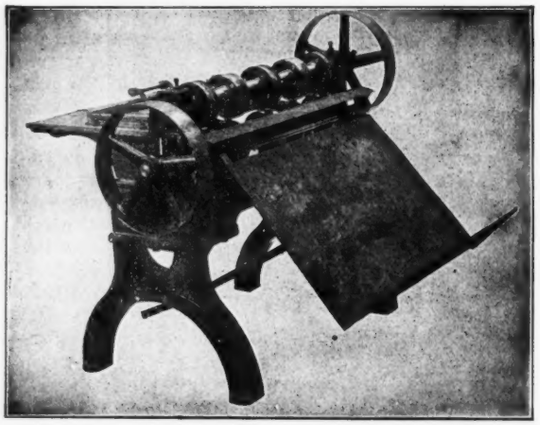
BLANEY'S.
"HER MAD MARRIAGE."
Matinees Monday, Wednesday, Friday and Saturday.

NEW MONUMENTAL.
"THE THOROUGHBREDS."
Matinee Daily.

Gang Slitting Machine,

Hand Feed.

The IMPROVED GANG SLITTING MACHINE we illustrate below is designed for the manufacturers of Cans and other articles made of light Sheet Metal, Paper or Card Board, requiring uniform rectangular blanks. It will cut sheets 30 inches in width, and as many cutters may be used on the shaft as the space will permit.



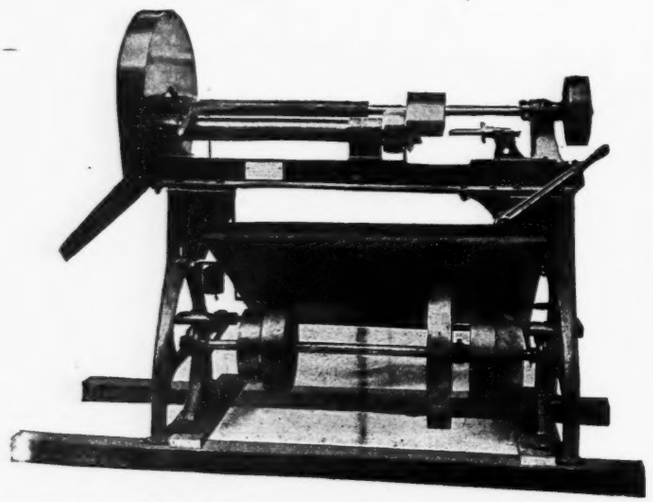
Made in Two Styles—Hand or Treadle Feed.

THE JOHN R. MITCHELL COMPANY

Canning and Canmaking Machinery,

Foot of Washington St., ***Baltimore, Md., U. S. A.***

Zastrow's Patent Pineapple Sizer and Slicing Machine.



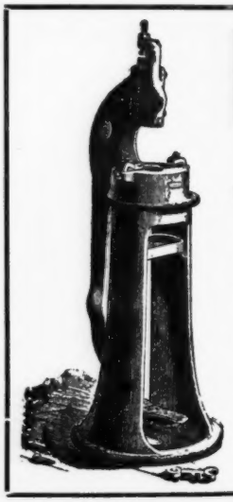
ON SKIDS, WITH COUNTER SHAFT UNDERNEATH.

This machine has been in use for years; and has proven a perfect success. It not only does more work than any other machine of its kind in use, but turns out a better and more marketable article. It sizes the pine to the required diameter to suit the can, and slices it to any desired thickness. By inserting set of small knives, it will segment the slice and produce what is termed cocktail pines. Each machine is furnished with a counter shaft.

Used by the principal packers of the United States, Canada, Mexico, Bahama Islands, Hawaiian Islands, Porto Rico, Australia, Africa, etc.

Geo. W. Zastrow,

1404-1410 Thames St., - Baltimore, Md.



FERRACUTE
PRESSES
HUNDREDS OF SIZES AND STYLES

Foot Press F 112, shown in cut, is suitable for light cutting and forming such as caps and tops and bottoms of small cans.

It can be bolted to bench, dispensing with pedestal, if desired.

Can ship on receipt of order.

FERRACUTE MACHINE CO.,
BRIDGETON, NEW JERSEY.
Fruit Can Machinery.

THE PURE FOOD LAW
(Food & Drugs Act, June 30, 1906.)
PURE FOOD REGULATIONS
AND
PURE FOOD STANDARDS
NOW READY.
THE TRADE
Baltimore, - - Marvland.

CHISHOLM-SCOTT CO.

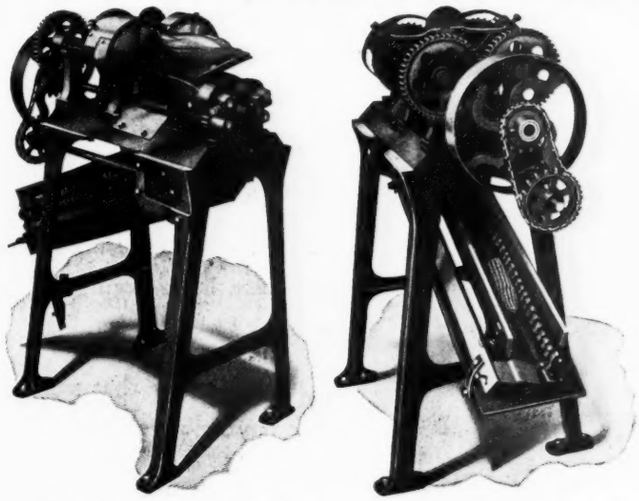
Manufacturers of, and Controllers of the patents of the

PEA VINERS

Now used in 99% of all pea canning establishments in the country.

CADIZ, - - OHIO.

THE GORMLEY PATENT GREEN CORN HUSKER



We take pleasure in calling your attention to the Gormley Patent Green Corn Husker. It is a winner, and a necessity to any Corn Packing Factory. Simple in construction, substantially built, not liable to get out of order. Will husk and silk over one ton of green corn an hour, and clean enough to go direct to corn-cutting machines.

This machine is fully covered by United States Letters Patent. Price and terms on application.

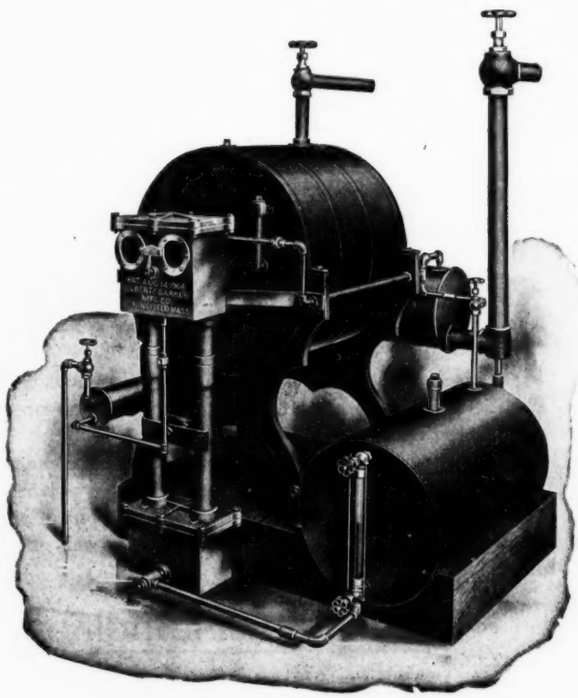
MANUFACTURED and SOLD BY

WINTERS & PROPHET,

MOUNT MORRIS, N. Y.

SPRINGFIELD VAPORIZING FUEL GAS MACHINE,

SOMETHING NEW AND INTERESTING TO PACKERS. GAS AT ONE-HALF COST OF YOUR PRESENT SYSTEM.



This Machine is designed to produce fuel gas from crude distillates or common stove gasoline which can be had from tank wagon and corner grocery stores, 5 gallons of which is equal in heat units to 6 gallons of the high grade used in the old underground systems. The difference in the prices of these two grades of gasoline is exactly the saving effected, saying nothing about the trouble, annoyance and loss by evaporation of obtaining the higher grades for your present systems.

This Machine produces any mixture of gas and air required and will retain the same constantly until the last drop of gasoline is gone regardless of variable consumption or atmospheric changes.

These mixtures are determined by adjusting the little pointer between the spectacles on front of machine and can be adjusted to use from 1 to 6 gallons of gasoline to every 1,000 feet of air. The best results are obtained from 2 gallons of gasoline to the 1,000 feet of air which produces a fuel gas of intense heat, and when using Welsbach mantels produces an illumination almost equal to an electric arc light. Let us know the amount of gasoline you are now using in your present system per day, and we will be glad to make a price for machines of equal capacity which are guaranteed to give you better results.

GEO. E. LOCKWOOD CO.,

308 Chestnut Street, - - PHILADELPHIA.

BETTER DO IT.

The best way to know about a proposition is to INVESTIGATE.

Do you know about Knapp Labeling Machines and Boxers?

Are you aware that you can save from 50 to 75 per cent., by using these labor-saving Machines, besides getting neat and uniform work?

Do you know that you can get Machines to use for the season by paying a rental?

Are you willing to write us for terms and prices? Once you try Knapp Machines, you will be a satisfied customer.

State daily output, size of can or cans, and we will do the rest. You will thank us.

THE FRED H. KNAPP CO.,

NO AGENTS. 324 WASHINGTON BLVD., CHICAGO.

Hogg & Lytle, Limited

GROWERS OF

PEAS AND BEANS.

HEAD OFFICE:

PORT HOPE, Canada.

BRANCHES AT:

PICTON, Canada & PORT HURON, Michigan

S. D. Woodruff & Sons

SEED GROWERS

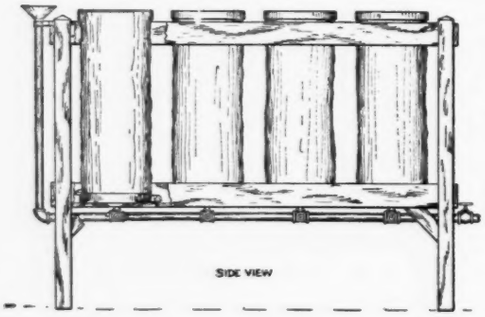
Originators of Country Gentleman Sweet Corn.

Specialties:

Peas Beans Sweet Corn Beet Spinach
Tomato and all Canners Seeds Spot or Futures

Seed Farms, **Orange, Conn.**

New York City Store, **82 Dey Street.**



POLK PULP FILTER.

This machine grades tomato pulp to any desired specific gravity without **boiling** it down, thus preserving the natural color and flavor.

Designed by one of the largest packers and successfully used by them. They used it as a private process but we induced them to allow us to put it on the market. Samples of the goods made on this machine free.

Climax Machinery Company, Indianapolis, Indiana.

We Make Automatic Weighers, Cap Placers, Etc.

IN WRITING ADVERTISERS, KINDLY MENTION THE TRADE.

MAKE NO MISTAKE!

in the packing of your goods. It is the mistakes that wreck a business. Know what you are doing and be certain the goods are turning out as they should.

IN CANNING,

as in any other line of business, experience counts, and many thousands of dollars have been tossed into the rapacious maw of Experience by canners. But you don't have to. If you are wise you will profit from the experience paid for by others. How?

Get a copy of "A Complete Course in Canning," a book written by a man with a vast experience; in fact he made a living for years pulling canners out of "experience holes."

Price, $5.00 the copy.

THE TRADE,

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Enclosed please find remittance amounting to $5.00, for which please send me a copy of "A Complete Course in Canning."

Name.....

Address.....

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and Those who Sell Them

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Clark Novelty Co., Rocheater
Max Ams Machine Co., New York City.
J. S. Hull Mfg. Co., Baltimore.
Sprague Mfg. Co., Chicago.

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See String Bean Fillers.

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Sanitary Can Co., Fairport, N. Y.
Wheeling Can Co., Wheeling, W. Va.
Southern Can Co. Baltimore.
Old Dominion Can Co., Troutsville, Va.

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L. & J. A. Steward, Rutland, Vt.
Federal Can Co., Federaldsbury, Md.
Stiles-Morse Co., Chicago, Ill.

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Henry R. Stickney, Portland, Me.

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L. & J. A. Steward, Rutland, Vt.
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See Kettles, process.

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See Kettles, process.

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The Grasselli Chemical Co., Cleveland.
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See Capping Steels.

STENCILS.

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Sprague Canning Machinery Co., Chicago.

TANKS, Iron.

See Kettles, process.

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TIME CHECKS.

See Canners' Supplies.

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Sprague Canning Machine Co., Chicago.

TRUCKS.

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TUBS, PAILS AND PANS.

See Canners' Supplies.

WIPERS, Can.

Morral Bros., Morral, O.
Sprague Canning Machinery Co., Chicago.
Ayars Machine Co., Salem, N. J.

WIRE BASKETS.

See Canners' Supplies.

WIRE CLOTH, Canners.

See Pea Separators and Graders.

WRAPPING MACHINES.

Burt Machine Co., Baltimore.

ZINC, Perforated.

See Canners' Supplies.

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UNLABELED GOODS ABOUT 2½c. LESS.

APPLES.

	Cash.	Regular.
Standard 2s	$	50 55
" 3s Regular 3os	....	70 72½
" Gallons	....	2 10 2 15

BAKED BEANS.

Number 1s	$	33 34
" 2s	....	42 45
" 3s	....	62½ 65

BEANS.

Green String 2s	$	 60
" " 3s	....	87½ 90
" " 10s	....	3 15 3 25
White Wax 2s	....	75 80
" " 3s	....	....
" " 10s	....	....
Refugee 2s	....	1 10 1 20
" Extras, 2s	....	1 25 1 30
Green Lima 2s	....	..... 1 10
" " small 2s	....	1 30 1 40

BERRIES.

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Strawberries	$	....
" Extra Fancy Preserved Strawberries	....	..... 1 75
No. 1 Ex. Pres. Strawberries	....	..... 1 10
" 2 Standard Raspberries	....	....
" Ex. Pres. Red Raspberries	....	....
" Standard Blackberries	....	90 .....
" 3 " "	....	1 25 .....
" 2 Extra Blackberries	....	1 50 .....
" " Fancy "	....	....
" Standard Gooseberries	....	1 20 .....
" " Blueberries	....	....

T. J. MEEHAN & CO., Brokers, Baltimore.

Blackberries, 2s	$	80 85
" " Pres	....	..... 1 25
Blueberries, 2s	....	..... 1 00
Strawberries, 2s	....	..... 1 00
" Preserved 1s	....	 95
" " 2s	....	..... 1 50
" Gallons	....	..... 5 00
Gooseberries, 2s	....	..... 1 10
Raspberries, Red 2s	....	..... 1 45
" " " Preserved	....	....
" Black 2s	....	..... 1 45
" " " Preserved	....	....

CHERRIES.

Red 2s	$	1 25 .....
White 2s	....	....
Extra White	....	....

CORN.

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 2 Full Standard, Shoepeg	$	67½ 70
" New York or Maine Style	....	65 70
" Seconds, Soaked	....	....
" Standard, Evergreen	....	60 65

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Sugar Corn, Harford Co.	$	70 .....
" " " Dry Packed	....	75 .....
" Ex. Sugar Corn, fine qual., dry pk'd.	....	85 .....

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Full Standard, Moist	$	62½ 70
" New York or Maine Style Dry Pack	....	60 65
" Seconds " " "	....	....

E. C. SHRINER & Co., Brokers, Baltimore.

2s Stowell's Evergreen Corn Standard	$	..... 62½
2s Standard Shoe Peg Corn	....	65 70
2s Extra Standard Corn, Maine Style	....	62½ 65

CORN AND TOMATOES.

No. 2	$	 75
No. 3	....	....

OKRA.

Standard 2s	$	..... 1 00
" 3s	....	..... 1 25

OKRA AND TOMATOES.

No. 2	$	 80
No. 3	.....	..... 1 05

OYSTERS.

	Cash.	Regular.
E. C. SHRINER & CO., Brokers, Baltimore.		
1s Lunch, Selects, Oval Cans	$	..... 1 10
1s, 6 Ounce Selects	....	..... 1 40
2s, 12 " "	....	....
1s, 4 Ounce	$	..... 72½
2s, 8 "	....	..... 1 35
1s, 5 "	....	..... 77½
2s, 10 "	....	..... 1 50
1s, Light Weight	....	..... 42½
T. G. CRANWELL & CO., Brokers, Baltimore.		
No. 1 Extra Lunch	$	1 15 .....
" 2 "	....	....
5 oz. No. 1 Standards	....	80 .....
10 " "	....	1 60 .....
5 oz. Standards, tall cans	....	80 .....
10 " " "	....	1 60 .....
4 oz. No. 1 Cove	....	75 .....
8 " 2 "	....	1 40 .....
No. 1 Light Weights	....	45 .....
" 2 " "	....	....

PEARS.

Standard 2s	$ 85	....
" 3s	1 15	....
Extra Standard 2s	....	....
" " 3s	....	....

PEACHES.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Standard, Yellow	$	2 10 2 25
" Seconds, "	....	1 85 1 90
" Pie Unpeeled	....	..... 1 45

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 3 Extra Standard Yellow Peaches	$	2 00 2 10
No. 3 " Selected " "	....	2 15 2 20
No. 3 Standard, Yellow, Balto. packed	....	1 95 2 00
" Seconds, Yellow	....	1 80 1 85
" 3 " White	....	1 80 1 85
No. 2 " Peaches	....	1 30 1 35
No. 2 Standard, Yellow	....	1 40 1 45
" " White	....	1 40 1 45
Gallons, Pie	....	4 00 .....
No. 3 Pie	....	1 35 1 40

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 3 Pies, Unpeeled	$ 1 40	....
" " Peeled	....	....
Gallon Pies, Unpeeled	4 25	....
" " Peeled	....	....
No. 2 Seconds, White	1 30	....
" " Yellow	1 35	....
No. 3 Seconds, White	1 90	....
" " Yellow	1 95	....
No. 2 Standards, White	....	....
" " Yellow	1 50	....
No. 3 Standards, White	....	....
" " Yellow	2 25	....
" Ex. Selected, Yellow	....	....

E. C. SHRINER & CO., Brokers, Baltimore.

No. 1s Extras, Sliced for Cream	....	....
" 3 Standard, White	....	....
" " Yellow	....	..... 1 90
" 3 " Extra Yellow	....	..... 2 10
" 3s Selected, Yellow,	....	....
" 3s Country Standards, Yellow	....	....
No. 2 Standard White	....	..... 1 30
" Extra Standard, Yellow	....	....
" Seconds, White	....	..... 1 20
" " Yellow	....	..... 1 25
" 3 Seconds, White	....	..... 1 80
" " Yellow	....	..... 1 80
" 3s Peeled Pie, Yellow	....	....
" Pie, Unpeeled	....	..... 1 45
Gallons, Pie, Unpeeled	....	....
" " Peeled	....	..... 3 75

PEAS.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Early June, Full Standard	$	.... 1 10
" " " Sifted	....	..... 1 25
" Extra Sifted	....	1 35 1 60
" Petit Pois	....	1 75 2 00
" " " 2ds, labeled Standard	....	 90
" Soaks	....	 55
" Seconds	....	 95
" Marrowfat, Full Standard	....	..... 1 00

T. G. CRANWELL & Co., Brokers, Baltimore

No. 2 Second Marrowfat	$	....
" Standard " White	1 00	....
" Second Early June	 85	....
" Standard "	..... 1 00	....
" Extra "	....	....
" Sifted "	..... 1 20	....
Ex. Sifted "	1 40 1 60	....
Ex. Fan. Sf'd " Petit Pois	1 75 2 00	....

PEAS—Continued.

	Cash.		Regular.	
E. C. SHRINER & CO., Brokers, Baltimore.				
1 Sifted Early Junes				85
1 Finest Sifted, Petit Pois				1 00
2 Early June Standard			90	95
2 " Sifted				1 15
2 " Extra Sifted			1 15	1 25
2 " Extra Fine Sifted			1 35	1 50
2 " Petit Pois			1 60	1 80
2 " Seconds				85
2 " " Sifted				1 00
2 " " Extra Sifted				
2 Extra Standard Early Junes				1 00
2 Extra Standard Marrowfats				1 00
2 Marrowfat				95
2 " Sifted				1 10
2 " Extra Sifted				
2 Seconds				85

PINEAPPLE.

E. C. SHRINER & CO., Brokers, Baltimore.				
2s Seconds in Water, E. & C				80
2s Standards in Syrup, Not E. & C				
2s " " " E. & C				1 10
2s " Grated, in Syrup				1 30
2s Extra Standard, Whole Circles, E. & C				1 40
2s Selected, Whole Circles, Heavy Syrup				1 75
2s " Grated, Heavy Syrup				1 75
2s Fancy Extra Selected, Preserved Sliced			2 00	2 10
2s Fancy Extra Selected Grated, Preserved			2 00	2 10
1s Standard Grated, Good Syrup, E. & C				85
1s Fancy Grated, Preserved				90
1s Cocktail, Heavy Syrup				90
2s Pie Grated, Solid Packed in Syrup				
3s Pie Grated, Solid Packed in Syrup				95
Gallon Pie Grated, Solid Packed in Syrup				
T. G. CRANWELL & CO., Brokers.				
No. 2 Seconds, Not Eyeless	$		90	
" " Eyeless and Coreless			1 05	
" Standards, Not Eyeless			1 00	
" " Eyeless and Coreless			1 10	
" Ex. " "			1 30	
No. 1 Ex. Fancy Sliced, Eyel's & Corl's			1 00	
" " Grated			1 15	
" " Cocktail			1 00	
No. 2 Extra Fancy Grated			2 00	
No. 3 Pie Grated, in Water			1 00	
" " in Syrup				
Gallon " in Water			3 00	
" " in Syrup				

TOMATOES.

	Cash.		Regular.	
T. J. MEEHAN & CO., Brokers, Baltimore.				
No. 3 Full Standards	75		77½	
" Seconds	70		72½	
No. 2 Full Standards	57½		60	
" Seconds	50		52½	
Gallons, Standard	2 30			2 35
H. H. TAYLOR & SON, Brokers, Baltimore.				
No. 3 Full Standard			77½	80
" Seconds, Labeled Standards			72½	75
No. 2 Full Standards			57½	60
" Seconds, Labeled Standards			55	60
T. G. CRANWELL & CO., Brokers, Baltimore.				
No. 2 Standard Tomatoes		60		
" 3 " "		80		
" 3 Ex. Select Tomatoes, Tall Cans				
" 3 Second Tomatoes		70		
" 2 "		50		
Gallon Standard Tomatoes	2 50			
E. C. SHRINER & CO., Brokers, Baltimore.				
No. 3 Standard			75	77½
" " f. o. b. County				75
" " Extras				80
" " Fair				72½
No. 2 Standard				57½
" " f. o. b. County				57½
" Second				50
" 3 "				67½
Gallon, Standard				2 25

NEW YORK CANNED GOODS MARKET.

(Reported by Special Correspondence.)

APPLES—Gallon New York State	2 50 @	3 25
" Maryland gallons	2 30	2 35
" Maine gallons	2 35	2 45
" No. 3 Standards	72½	75
APRICOTS—California Standards 2½s		
ASPARAGUS—Oyster Bay	4 50	4 75
" No. 3 Tips	3 60	3 95
BEANS—No. 2 Lima	65	1 10
" Baked, No. 3	65	80

NEW YORK CANNED GOODS MARKET—Continued.

CORN—No. 2 New York State	70	75
" " Maine	87½	90
" " Maine, Fancy	1 00	1 02½
" " Southern	67½	70
" " Western, 2s	67½	72½
LOBSTER—Flats, ½-lb	2 40	2 50
" flats, 1-lb	4 50	4 60
OYSTERS—5 Ounce Standards	82½	85
" 2-lb. 10 Ounce		1 65
PEACHES—2½ Standard, California Yellow	2 25	2 30
" 2½ Extra Standard, California		2 75
" Southern Standard 3s	1 95	2 10
PEARS—California 2½	2 75	
PEAS—No. 2 Early June Extra Sifted	1 25	1 30
" " " " Sifted	1 15	1 20
" " " " Standard	1 05	1 10
" " " " Seconds	85	90
PINEAPPLE—No. 2, Eyeless and Coreless, Extra	1 50	1 70
" " Grated	1 60	2 00
" Standards	1 45	1 50
PUMPKIN—No. 3	80	85
" Gallon	2 40	2 50
SALMON—Columbia River talls, 1-lb	1 85	2 00
" " " flats, 1-lb		
" " " " ½-lb	1 15	1 20
" Alaska Red, talls, 1-lb	1 30	1 37½
" Medium Red, talls, 1-lb	1 17½	1 20
" Chums, talls, 1-lb		
" Sockeye, flats, 1-lb		1 95
" " talls, 1-lb		1 85
" " flats, ½-lb		
" Alaska Pink, talls, 1-lb	95	1 00
" Cohoes, talls, 1-lb		
" Cohoes, flats, 1-lb		
STRAWBERRIES—Gallons	5 00	5 25
" Standard 2s	1 15	1 20
SUCCOTASH—Maine pack, 2s		
" State pack, 2s. Southern	77½	80
TOMATOES—No. 2 Standard Maryland	62½	65
" No. 3 " "	80	85
" No. 3 " New Jersey		90
" Gallons, Maryland	2 35	2 45
" Gallons, Jersey		

CANS AND CANNERS' METALS.

F. O. B. BALTIMORE, MD.

Drop and Bar Solder		½x½	9x10	8x10
Wire Coil "	$	21	20	19
Wire Segments "		21	20	19

CANS.

AMERICAN CAN CO.

FOR DELIVERY AT OUR CONVENIENCE, SUBJECT TO CHANGE WITHOUT NOTICE.

No. 1 Standard	1½ inch opening	$ 9.75	per thousand.
" 2 "	1½ "	13.25	"
" 3 "	2 1-16 "	17.75	"
" 3 " Jersey	2 1-16 "	18.75	"
" 3 Jersey Tall	2 7-16 "	21.25	"
" 10 Standard	2 1-16 "	42.00	"

SOLDER HEMMED CAPS

1½ in., 75c.; 2 1-16, $1 10; 2 7-16, $1.40 per Thousand.

A. SCHULTZ & CO.

Solder Applied Caps, $1.00; $1.25; $1.50.

CONTINENTAL CAN CO.

EARLY DELIVERY.

No. 1	1½ inch opening	$ 9.75	per thonsand.
" 2	1½ "	13.75	"
" 3	2 1-16 "	17.75	"
" 3 Jersey	2 1-16 "	18.75	"
" 10	2 1-16 "	42.00	"

Solder Hemmed Caps, 1½ inch, 75c.; 2 1-16, $1.10; 2 7-16, $1.40.

SANITARY CANS.

SANITARY CAN CO.	PLAIN.	ENAMEL.
No. 1	$11.50	$14.50
No. 2	15.75	19.25
No. 2½	20.25	24.25
No. 3, 4⅞ inch	21.00	25.50
No. 3, 5½ inch	24.00	
No. 10	46.00	56.00

INDEPENDENT PRICES.

No. 1.	2 S. H.	2 L. H.	3 Stand.	No. 10.
$ 9.25	$12.75	$13.25	$17.00	$42.00 per thousand

TIN PLATES. F. O. B. MILL.

I. C., 14x20, 107 lbs. Bessemer Steel	4 05			
I. C., 14x20, 100 lbs. Bessemer Steel	3 7c			
I. C., 22x27¼, 90 lbs. Bessemer Steel	8 00			
I. C., 19½x27, 95 lbs. Bessemer Steel	7 15			

PIG TIN.

	5 to 10 tons	1 to 4 tons		
Straits	$32 50	32 75		
Malacca	32 50	32 75		

PIG LEAD.

Omaha	$ 4 45	4 50	3¾	4

EMPLOYMENT EXCHANGE.

Paid subscribers can use this column *Free* for securing either positions or hands. To all others the charge is 20c. per line, one time, or 50c. per line, monthly; cash with order. Where the address is care of THE TRADE, stamps should be sent for answers, as the P. O. requires renewed postage on such.

HELP WANTED.

WANTED.—Massachusetts concern manufacturing bakers' and confectioners supplies wants thoroughly competent foreman to take charge of department where pie filling, preserves, jellies, jams, crushed fruit extracts, ice cream supplies, etc. are made. State salary expected.
HAPGOODS, 305 Broadway, N. Y.

WANTED.—A sober, industrious practical Processer familiar with the entire line of canned goods. To a competent, reliable man of this charater a steady yearly position is open. Address with references, "B. B." care of The Trade.

WANTED—Competent Man, to Sell Canning Machinery and Complete Canning Factories. Address O. Pressprich & Co., 200 Broadway, New York.

WANTED—High-Grade Salesman for Cans, Solder and Canning House Supplies; one acquainted with New York State and New England trade preferred; no amateurs. Salesman, care of THE TRADE.

PROCESSOR WANTED—Must understand salting and processingpickles, kraut, put up a good sweet pickle and sauce; one who understands canning of beans and soups; must furnish references and be sober and steady. State salary. Lewis Packing Co., 950 Montgomery avenue, San Francisco, Cal.

WANTED—A thoroughly competent Pickle Man, as working Foreman; $25.00 a week to a capable man. Address "PICKLES," 311 Queen street, Kingston, Ontario, Canada.

SITUATIONS WANTED.

Notice to packers and canners---Your attention is called to the fact that the Superintendent Processors' Association furnishes you with first-class expert processors and superintendents free of charge, therefore, when you desire to make a change or are in need of a good superintendent or processor, kindly drop the Secretary a card or send stamps and he will furnish full particulars, so you can be placed in communication with several, and thereby select your own choice and make your own terms with them. For full particulars, address Wm. Smith, Secretary, Superintendent Processors' Association, care The Trade, Baltimore, Md.

POSITION WANTED—As Manager or Foreman of Wholesale Grocery Manufacturing Department, pickle or preserve house; thoroughly up-to-date in everything relating to same, including ammonia, blueing, baking powder, cleaned currants, carbonated beverages, catsup, soda fountain supplies, druggists' sundries, extracts, all branches of pickle and preserve business, powdered sugar, self-raising flours, table syrups and sauces. Strictly temperate, good testimonials. Address, EXPERT, % The Trade.

WANTED—Position by practical man, as Working Foreman; thoroughly understands the manufacture of jams, jellies, butters, pickles, sauces, relishes, mincemeat, etc.; 20 years' experience. Address Rex, care THE TRADE.

WANTED—Position for 1908 by a young man as Shipping Clerk, understands Canned Goods, handling of orders and help, from A to Z, ten years with present firm, same firm being one of the largest in New York State. Address, Canned Goods, care of THE TRADE.

WANTED—Situation as Manager or Processor, practical; understand processing of all kinds of fruits and vegetables, winter goods, sauer kraut, baked beans, cove oysters, sweet Potatoes and extra fine flavor catsup; understands making tomato pulp, etc.; can make cans by hand or machinery and attend to all machinery for canmaking and all kinds of pipe fittings, also all kinds of capping; twenty years' experience; best of reference. LAWRENCE KING, 2208 Fairmount avenue, Baltimore Md.

WANTED—A Position as Superintendent; years of experience; can pack all kinds of fruits and vegetables according to the Pure Food Laws; understand all up-to-date machinery; can build or remodel plants to the best of advantage; also wiling to go into partnership with a good, reliable party; can give the best of reference; inquire through trade. Address Position, care of THE TRADE.

WANTED POSITION—As Superintendent by Processor; 12 years experience; can pack variety of fruits and vegetables, favorite packs, corn, peas and tomatoes; am sober, good manager of help, a hustler and can furnish good references. Address Rock, care of THE TRADE.

WANTED—Work by young man as Bookkeeper or Working Foreman in canning factory; ten years' experience in processing of all principal fruits and vegetables; last three years in office; on request, will write qualifications and send reference. Address Young, c/o THE TRADE.

ANY CANNER who has an opening for a bright, active man, with selling ability and the necessary ambition, determination and brains to become one of the very best men in the business, might find it to his advantage to write M. J. P., advertising in last week's issue of THE TRADE; would take up study of Canners' Bacteriology.

AN EXPERIENCED SALESMAN, who has spent the past two seasons in New York State cannery, understands processing principal vegetables and small fruits, warehousing and office methods; knows how to keep an accurate account of COST and is a capable correspondent; formerly manager of large stock farm; educated and trained for the work; accustomed to dealing with farmers; has had experience contracting, and is alive to importance of GOOD RAW PRODUCT; desires situation where such experience, coupled with best of habits and character, will count for permanency and advancement. M. J. P., care THE TRADE.

WANTED—A Position, as Superintendent-Processor, by an expert; 16 years' practical experience; can pack all kinds of fruits and vegetables according to the National Pure Food Law; being an expert engineer and steam fitter, I understand all up-to-date machinery; yet, I can plan and build you a new factory or remodel your old one to the best of advantage; am a good manager of help, strictly temperate, and can give the best of references. Address G. G. W., 612 East Grand River street, Clinton, Missouri.

WANTED—Position by a practical, up-to-date canner of fruits and vegetables, also soups; having 20 years' experience canning, building and fitting up new plants complete; best of reference as to ability. Address M. D. L., care THE TRADE.

WANTED—Position by a young man who is familiar with the canning of all the staple products. Experience, 12 years; during this time I have worked at the office, shipping, road and mechanical ends of the business. Best of reference and strictly temperate. Address, Worker, c/o THE TRADE.

Is there any reason why your superintendent or assistandt should not also be one of your salesmen. The processor who has to take his own pack to market, will be the better processor. He should also be familiar with COST from grower to dealer. Address M. J. P., care of THE TRADE.

WANTED—A position as Superintendent-Processor; 15 years practical experience; can pack all principal vegetables; peas, corn and tomatoes a specialty; thoroughly understand all machinery; am open for position for the season or will take position through pea or corn season; strictly temperate; best references given as to character and ability; have been with last firm three seasons. Address "G.," care of "THE TRADE."

W. L. HINCHMAN, PH. G.

No. 1 W. MAIN STREET,

HADDONFIELD, N. J.

Expert in Canning and Preserving

CHEMIST AND ANALYST

FORMULAS AND PROCESSES FOR FOOD PRODUCTS

GOODS ANALYZED—Chemical analysis of water, raw materials and supplies for the detection of impurities or adulterants. Chemical and physical analysis of other goods for comparison with your own products.

WORKING FORMULAS—If you have a formula or process that does not work well, we can help you. The proper method of uniting the separate ingredients is just as important as the formula itself.

NEW IDEAS ELABORATED—The utilization of waste, new ideas in manufacture and new products are often lost from lack of time, inclination or technical skill. Our chemical knowledge, extended and varied experience, and constant experimenting place us in a position to advise you.

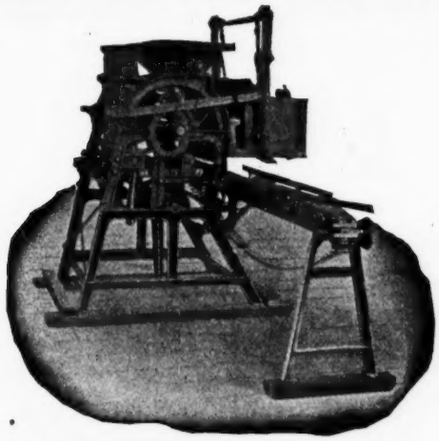
PROCESSES IMPROVED—An expert can often see that old methods and arrangements can be much improved at slight cost.

OUT-PUT CHEAPENED—Improved arrangements tend to enhance the quality and increase the out-put of your products, thus lessening the cost.

NEW PLANTS—We furnish complete plans for arrangement of machinery, and sketches of buildings for your architect to elaborate.

The "Colossus" Pea Separator.

Bucklin Pea Filler and Briner



The Sinclair-Scott Co.,

BALTIMORE, MD.

Manufacturers of the Strictly High Grade Nickel-Steel "MARYLAND" AUTOMOBILE.

IDENTIFY YOUR CANS.

I offer the simplest possible method of identifying your goods by means of

TIN CAN INK.

This Ink is specially made for the purpose and will stand processing and handling. Once on the can it is indellible. Applied with a rubber stencil or stamp. Can have your own mark, designating the goods, the quality and anything desired. The cheapest and most effective means of identification. Send for samples and prices.

Get My Prices on Rubber Stamps.

A. E. MACNEAL,

107 S. FREDERICK STREET, BALTIMORE, MD.

ESTABLISHED 1870.

Have your cans become rusty or soiled from leaks, &c., if so, use

Maier's Silver Lacquer

It will make them look bright same as original, at very little cost.

JOHN G. MAIER'S SONS

MANUFACTURERS Lacquers, All Colors.

FOR CANNERS USE.

BALTIMORE, MD.

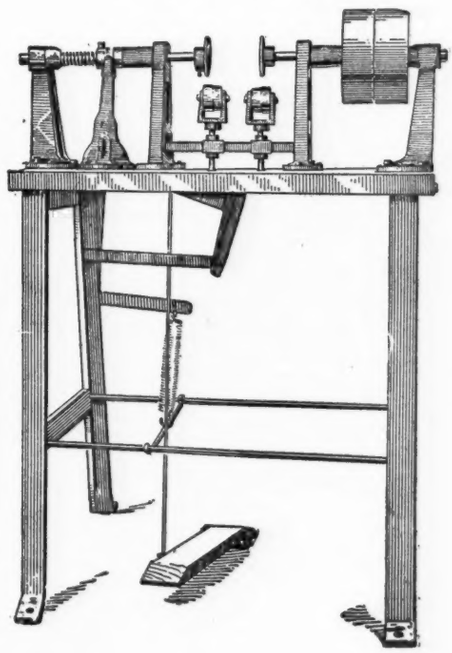
SLAYSMAN AUTOMATIC CAN TESTER

50,000 Capacity Per Day

AND EVERY LEAK DETECTED

DOUBLE - END - CRIMPER

FOR HAND OR POWER



SLAYSMAN & COMPANY,

Factory: 125-127 East Falls Avenue. *Office and Salesrooms: 718 East Pratt Street.*

BALTIMORE, MD.

IN WRITING ADVERTISERS KINDLY MENTION THE TRADE.

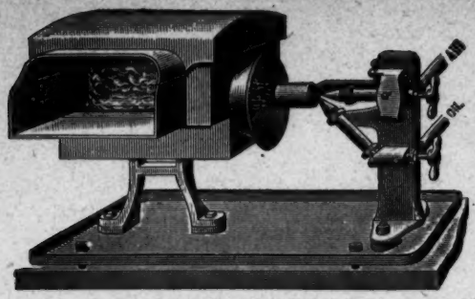
SOLDER

A. SCHULTZ & CO.

BALTIMORE, MARYLAND.

SOLDER

THE CLARK KEROSENE OIL SYSTEM.



Why not save at least 50% in fuel alone by equipping your Factory with this safe and durable system? Over One Thousand now in operation. Our Burners produce a most substantial heat and last a life time. The present price of Gasoline must force you to look for something cheaper. We have it for you. You will be taking no chances, but will save money by adopting it, ask for Catalogue.

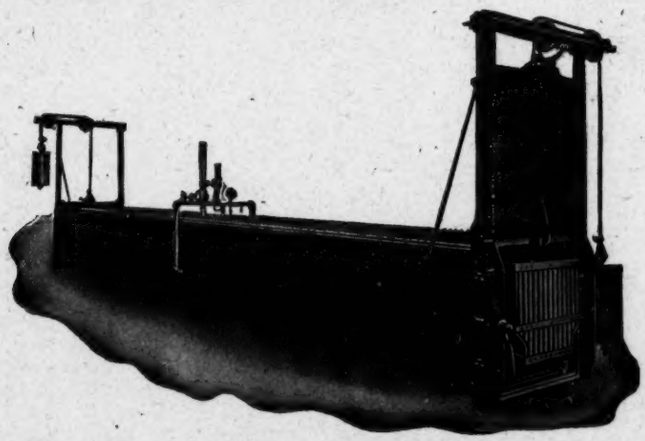
THE CLARK NOVELTY CO.
ROCHESTER, N. Y.

The "Eureka" Can Filler has no equal.
Thoroughly efficient, great capacity.

Every can well filled.
Automatic in operation.
Guaranteed satisfactory.
Prompt delivery.

The S. Howes Co.
"Eureka" Works,
Silver Creek, - N. Y.

Oyster Steam Box



With Improved Sliding Doors, doing away with the hinged tracks, giving increased service.

EDW. RENNEBURG & SON,

Machine and Boiler Works,

1917 AND 1919 ALICEANNA STREET,

Baltimore, Md.

THE CANNED GOODS EXCHANGE
OF BALTIMORE, MD.

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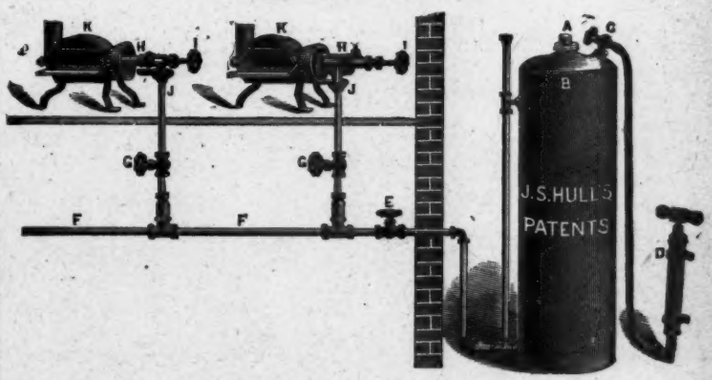

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